THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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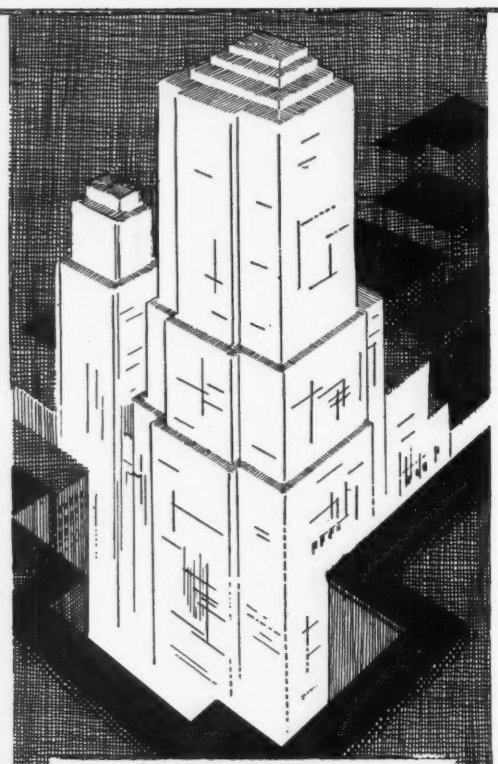
Pork and Beans . .

The method of soaking the beans, the preparation of a pleasing sauce, the maintenance of uniform temperature within the tank to insure even soaking —these are canning practices, which to a great extent, determine pork and bean consumption.

When a can is sold in which the beans are not uniformly cooked — when some are hard, some mushy — the packer of those beans is plainly handicapping the popularity of his brand. If a sauce lacks zest—if the beans in an opened can lack a tasty appearance — who can blame the housewife if she decides to change to some other brand?

Inasmuch as the dried bean itself means so much to the quality of the canned product . . . the Agricultural Division of our Research Department has made an intensive study concerning the proper selection of the raw bean. This and other helpful information such as data on temperature, soaking, and the preparation of sauces is available for every pork and bean canner. You are urged to consult with us on any phase of the subject.

AMERICAN CAN COMPANY CANCO



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Brand names have substantial property value which it is important to protect and owners of them are sure to prosecute any infringement.

It is unsafe to create or use any trade name without an exhaustive search of every registered and unregistered trade mark in existence.

Consult our Trade Mark Bureau. The service is free.

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Styles in packages, like styles in architecture, are constantly changing. "U. S." Labels and folding boxes keep up with the modern trend.

There is no problem in merchandising more vital than proper packaging. "U. S." salesmen are experts on all phases of this subject.

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The UNITED STATES PRINTING & LITHOGRAPH CO.

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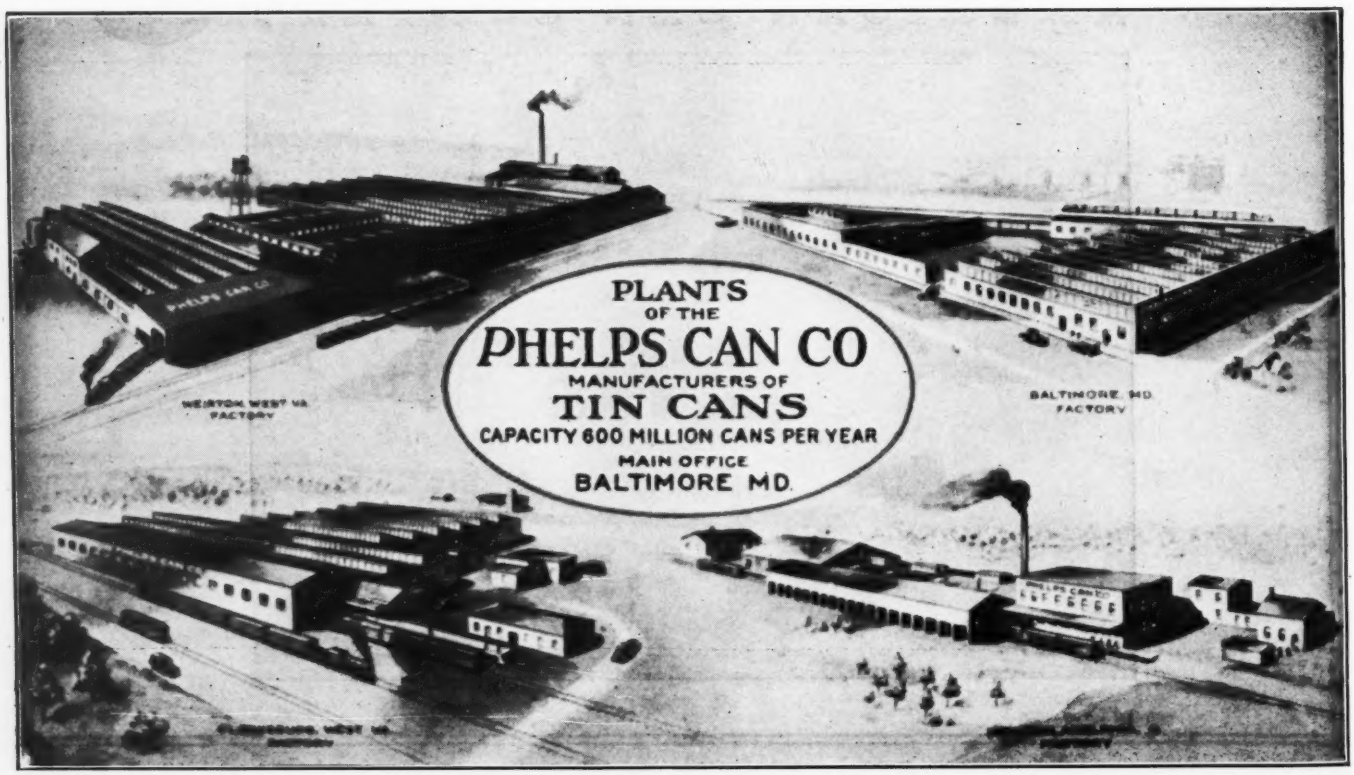
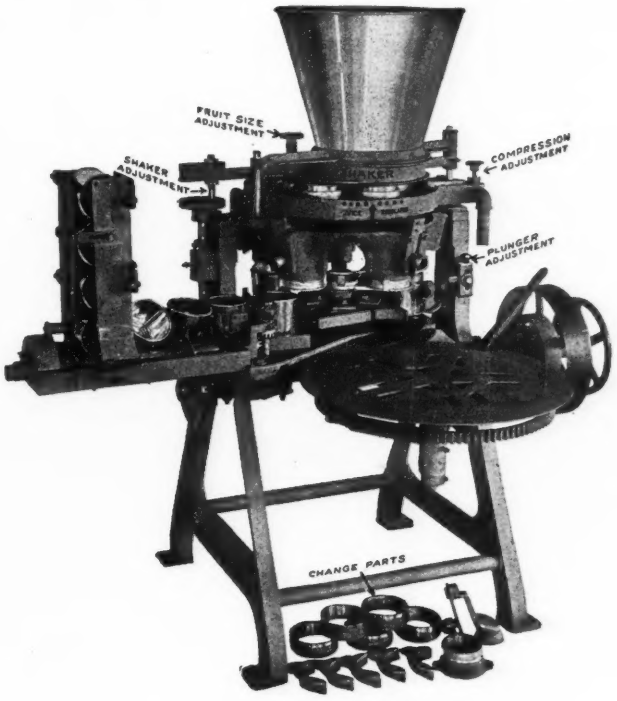
Color Printing Headquarters



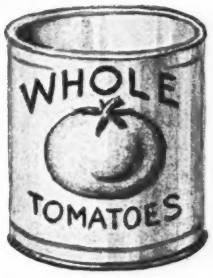
AYARS LATEST MODEL

CUT STRING BEAN and TOMATO FILLER

FOR CUT STRING BEANS



FOR TOMATOES



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ARMSBY'S 1911 CODE

Killian's Quality
CANNED FOODS

W. H. KILLIAN COMPANY
VEGETABLES-OYSTERS-FRUITS
BALTIMORE, MARYLAND

November 26, 1930.

Ayars Machine Company,
Salem, N. J.
Gentlemen:-

Replying to your letter inquiring as to the operation of the new Ayars Universal Tomato Filler we purchased from you this season.

Tomorrow is Thanksgiving Day and if we had had no more worry than the new Filler caused we would have plenty to be thankful for. The machine gave perfect satisfaction.

Yours truly,

W. H. Killian Company.

J. A. Killian.

JAK/VC,

Manufacturers of

- Pea & Bean Fillers
- Rotary Syruper
- Hot Water Exhauster
- Liquid Plunger Filler
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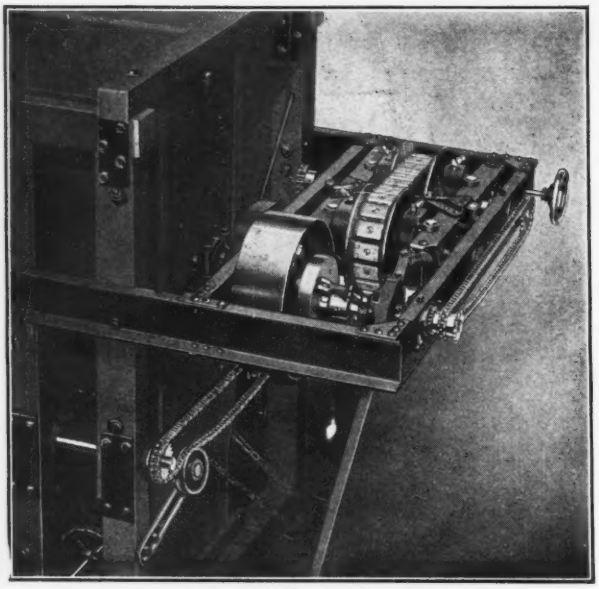
- Can Cleaner
- Can Sterilizer
- Angle Hanger
- Friction Clutch

AYARS MACHINE CO., Salem, New Jersey



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CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

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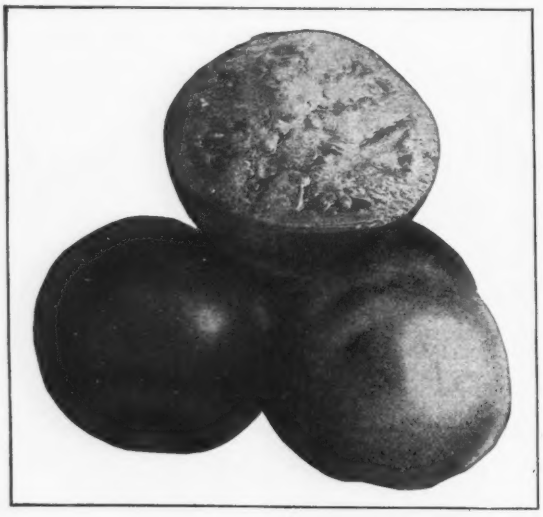

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CANNING TRADE

and are always glad to quote prices, either for prompt shipment or future delivery, on

Bonny Best, Chalk's Jewel, Earliana, Favorite, Greater Baltimore, John Baer, Matchless, Red Rock, Stone, Marglobe, Red Head.

Our Stocks are unsurpassed for Earliness, Uniformity and Trueness to Type and are largely used by the most critical canners in the trade.

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JEROME B. RICE SEED CO.

CAMBRIDGE, NEW YORK

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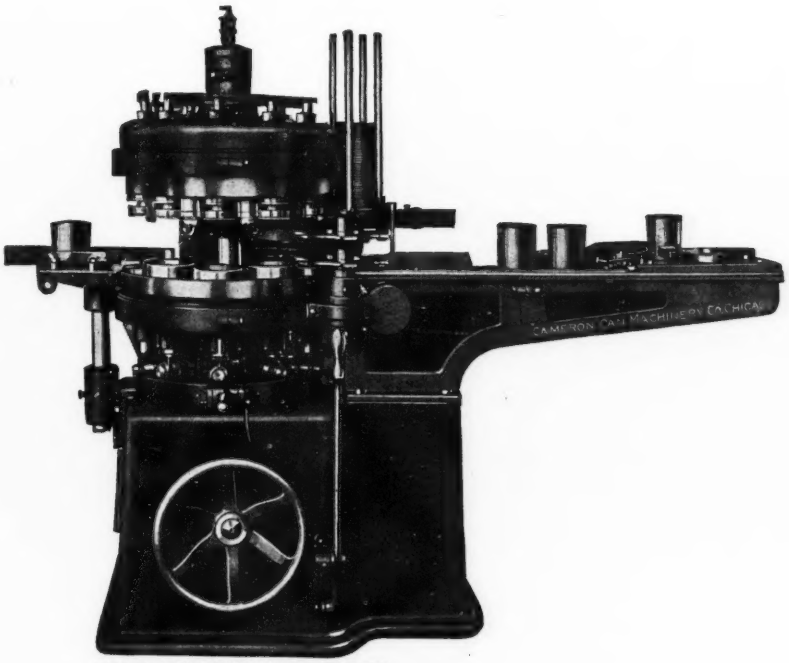
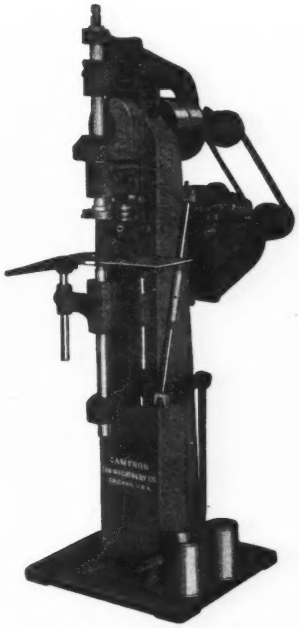
WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.

NO. 287 DOUBLE-SEAMER



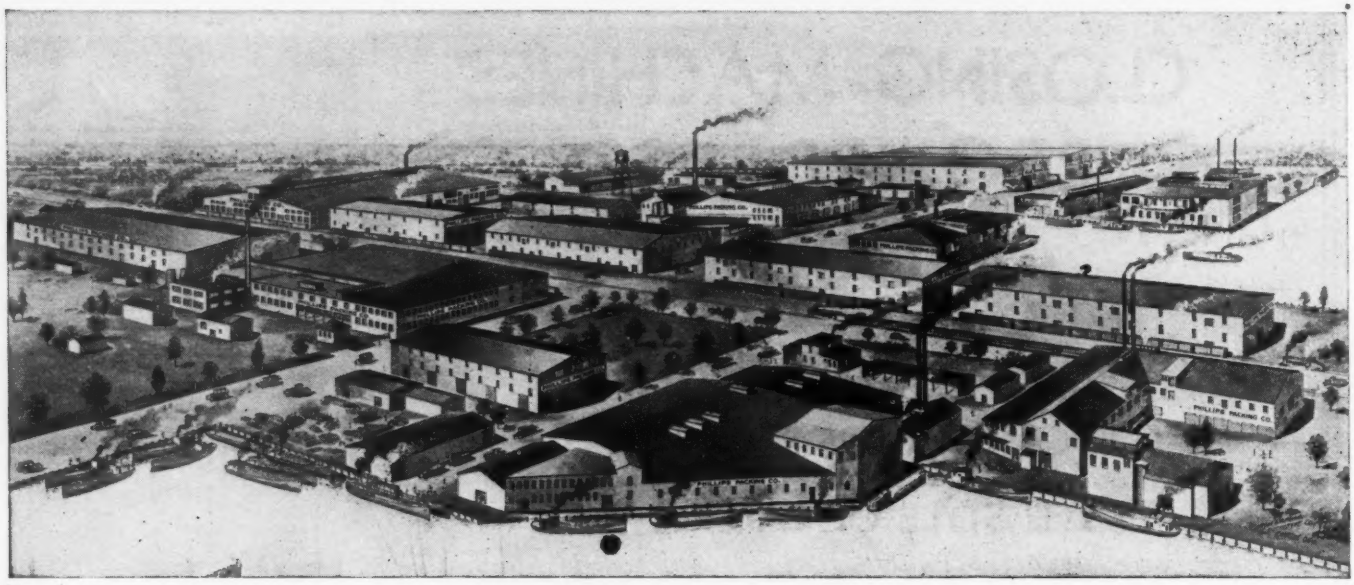
NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.



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Manufacturers of Packers Sanitary Cans

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Packers of HIGH CLASS FOOD PRODUCTS

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PHILLIPS SALES CO. Inc.,

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Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
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Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.

QUALITY SEED PEAS

Canners' Varieties Exclusively

Our unexcelled seed stocks and our vigilant supervision
of their reproduction insures a superior canned product

GALLATIN VALLEY SEED COMPANY

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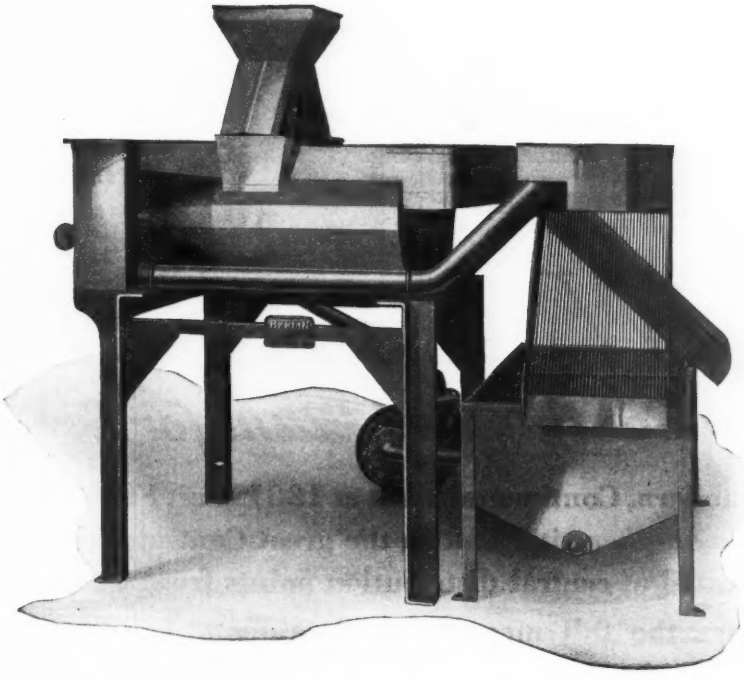
PEA QUALITY SEPARATOR

SEPARATES PEAS FOR TENDERNESS . . . Produces Uniform Qualities

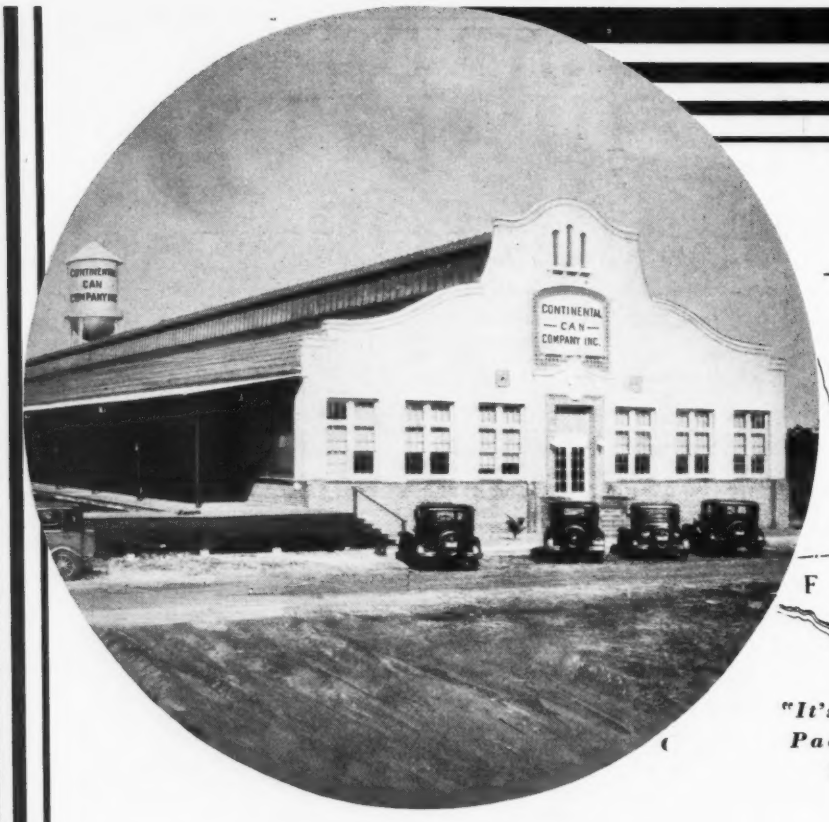


Berlin Chapman Quality Pea Separators will separate peas at any line desired, between fancies and near fancies, between near fancies and extra standards, or between extra standards and standards. They are very simple in operation.

Let us submit our proposal. *Write us today.*

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant



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It brings the full measure of Continental service to canners in the state of Florida and other points—a service which many canners have already found contributes largely to good quality packs and the smoother operation of their canneries.

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

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BALTIMORE, MD.

Telephone Plaza 2698

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, MARCH 16, 1931 No. 31

EDITORIALS

CHICAGO AGAIN IN 1932—We have been reluctant to announce this, as indeed the Committee seems to be, because we have not received anything that might be considered as official as yet. Reluctant, because we regard this decision as a serious tactical error. The Canning Machinery and Supplies Association expressed its displeasure with Chicago as our next convention city as delicately, but as pointedly, as it was possible to do; for you know they passed a resolution in their Executive Committee meeting declaring that if the Convention came back to Chicago for 1932 they would hold no machinery exhibit or big show. Then in the open meeting of that Association, the annual meeting, in deference to the canners, they withdrew, or rather "tabled" that motion; but everyone, of course, understood that the gesture was so plain that they, very properly, thought some notice of it would be taken by the canners and the brokers. But the active members of the National Canners Association and the Brokers Association gained the day, and the Convention goes back to Chicago.

They call this the National Canners Convention, but that does not mean a convention of the members of the National Canners Association only; it refers to the National Convention of the entire canning industry, and the allied industries, because the brokers and the machinery men, the wholesale grocers and the chain store men, the preservers, the pickle packers and the mayonnaise men are not members of the National Canners Association, and unfortunately neither are the great majority of canners. The National Canners Association handles the Convention, and handles it well, and it welcomes all interests, but it is a National Convention of the industry, or is generally regarded as such. The Presidents of the three great Associations, the National Canners, the Canning Machinery and Supplies and the National Food Brokers, form the committee on selection, and while outwardly there has always appeared the greatest of harmony, it is well known that this has not always been true. Once the decision has been made, however, all differences have been forgotten, and all worked for the success of the Convention.

An action of this kind is not calculated to promote harmony, and not only upon the side of the machinery men, but with the rank and file of the canners. There were probably fewer actual canners present at the 1931 Chicago Convention than at any convention in the past ten years. And there will be still fewer at the 1932 Convention. There has been a steadily diminishing number of canners at the repeated Chicago Conventions. That may be of small consequence to the canners who attend, but it is of serious consideration to the machinery men, and to the brokers also, if they will but stop to think. The ideal of such Convention efforts would be to have every canner present. This, of course, is not possible, but at least it should be strived for. It is to be hoped that friction will not be caused by this move against the wishes of so many, for the splendid harmony and co-operation existing over the years must be maintained.

We are recanting our advocacy of some years ago to hold the Annual Convention in the same city every year, because experience seems to have proved that the canners will not come back, year after year, to the same city. They want to see new places and new cities.

TOMATO STATISTICS—At last the Tomato Statistics. And the delay is not the fault of the compilers. Even in California the pack has been over for more than three months. Let those who advocate the late issuance of pack statistics, and of not statistics at all, answer if this delay has helped the tomato market. If these figures had been issued before the first of the year it would have helped the market then and now.

The inevitable discussion about the glaring reversal of all early statements about short packs of tomatoes in 1930—Indiana and California being the only localities which admitted, during the pack, that they would have heavy packs—would all be over now, and

all hands would have accepted this, next to the largest pack of tomatoes on record, as just one more incident of the business, and all would now be busy trying to dispose of the pack. If futures were selling at this time, this late announcement would be the psychological perfect moment, so far as the buyers are concerned, but "not so good" for the canners, the sellers.

The wonder is that the Government will trifle so long. But we hope they will be patient, for without statistics, the market left to guesswork and market juggling, heaven help the tomato canners. There is never anything gained by ignorance, but unfortunately there are too many men in this industry who still believe they can "put one over" on the market or on the buyers. They see their efforts fail, time without number, but they never lose faith in their ability to fool 'em!

That is why we see today the politicians openly advocating the hoodwinking of the public: telling one section of the country that what they say means this, and another section that it means the directly opposite. They are openly practicing hypocrisy, feeling that they no longer have to resort to strategy. Not much credit to the public in this. But if supposed good business men practice this in business, why wouldn't it go with the great masses?

In line with the tomato statistics, we have not rushed into a publication of "Preliminary Acreage Plans" for any canners' crops. As issued on February 21st, they mean nothing, unless you consider the number of canners who will craftily decide to put in just a few more acres, since the country is cutting down! So few canners have made any definite growers' contracts, or even decided what they may do this year, that the figures only make trouble. When contracts have been signed will be time enough. Yes, we know the intentions ought to be known before signing growers' contracts; but what good are such expressions. Not worth hanging your profits for the season on, do you think?

WHAT MR. FARRELL REFERRED TO—You recall that Mr. Jas. A. Farrell, when addressing the Convention, said there was too much loose thinking about the depression, and by inference that there was too much free advice as to its whys and wherefores, and its cure. He was probably referring to expressions like the following, which appeared recently in a famous food journal:

"The causes of cycles (of depression) are found in the minds of men—nowhere else." In other words, we are all neurasthenics or "nuts," and there is no such thing as a depression. The cause, in other words, of financial panic and loss is all imaginary—nothing real about it. And there are people who believe that. Small wonder we have panics if we are so badly bankrupt on brains as that indicates. If, of course, it were true; but it is not. It is pure bunk. The cause is real, even if we do not understand it, though some of the effects might be put down to imagination! In this wise Mr. Farrell was right.

MORE STANDARDS—Dr. Dunbar has just announced that three more standards are about ready, and will shortly be submitted for consideration, and the hearing on them held in the near future. These are tomatoes, cherries and apricots.

The tentative drafts of these standards are in hand, but too late for inclusion in this issue. They will be published in full in our next.

It is to be expected that groups of standards will continue to come along at intervals for sometime, until the whole list has been covered.

Cherries and apricots, it seems, are simple enough, and tomatoes have been so debated, discussed and dissected that the standard is also about done. It seems the one remaining requirement pertains to color. In "the meaning of terms" it says:

> "The term 'normally colored' means a general effect of red, such that the homogeneous pulped and strained fruit shows a spectrophotometer reading of at least——."

That clause remains to be filled in, and doubtless the proposed tomato standard will go as it now is.

MORE DEFINITE KNOWLEDGE FOR THE PURCHASE OF CANNED FOODS

From the American Housewife's Bureau, 51 West 45th Street, New York City.

Commencing May 17, 1931, the consumer, your customer, will begin to look for the new labeling of canned foods which will enable her to know that the foods she buys are exactly as labeled. At that time action will be taken on canned peaches, pears and peas, which come within the jurisdiction of the McNary-Mapes amendment to the Federal Food and Drugs Act, signed by the President on July 8th, 1930. Those which fall below the legal standard set by the U. S. Department of Agriculture at that time will be labeled"Below U. S. Standard Low Quality but Not Illegal." Being illegal would mean not being wholesome in some way, that is, not being good to eat, and this would be forbidden by the Pure Food and Drugs Act.

The foods which the consumer buys with the low standard quality label on them will all be wholesome and good. Dr. P. F. Dunbar, assistant chief of the Federal Food and Drug Administration, stated recentup: "It's not the Federal Food and Drug Administration's conception of the purpose of Congress that the labeling for substandard foods is intended to stigmatize unduly the article to which it is applied. The amendment makes it very clear that its purpose is to let the consumer knows what goods are below standard, but it is our conception that a substandard product is wholesome and edible. If the product were unwholesome or inedible, its distribution would be illegal under the terms of the national Pure Foods Law."

If the can is not more than 90 per cent filled the Secretary of Agriculture has ruled that it shall be marked "slack filled."

Standard fruit, of course, will be "normal, uniform sized, tender, peeled, mature, unblemished, pitted unbroken halves of fruit," with the proper sugar solution. The weight of the fruit in the container is not to be "less than two-thirds the weight of water which the sealed container will hold at 68 degrees F., except that, when necessary to prevent crushing of the fruit, a tolerance not exceeding the weight of one average piece is allowed."

So we are getting to more definite knowledge of the lower or cheaper grades of canned foods. We have always known what the fancy and choice and standard grades of nationally known brand merchandise meant, but it is always interesting and economic to extend knowledge, particularly of the character and quality of the things we eat.

Ideal Viner FEEDERS with Distributor

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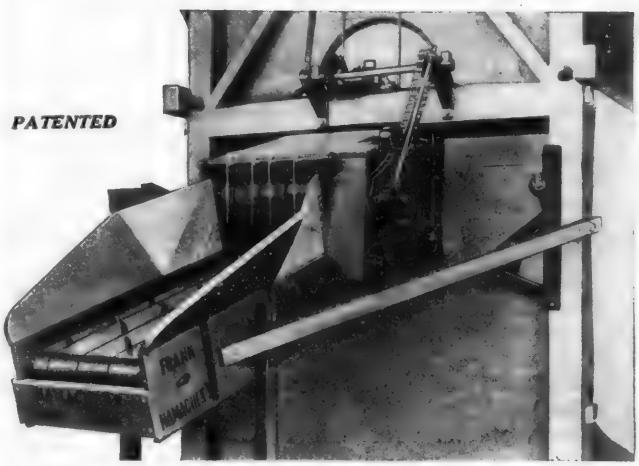

OVER 3000 IN USE

The Only Feeder That

**SAVES PEAS,
IMPROVES THE QUALITY,
INCREASES CAPACITY**

The reason for this lies in the fact that IDEAL VINER FEEDERS WITH DISTRIBUTOR thoroughly separate the vines, and separation is essential in order to obtain best results from any Viner.

IDEAL Feeders were greatly improved during the past two years

Frank Hamachek Machine Co., Kewaunee, Wis.

Manufacturer of Viners, Ensilage Distributors and Chain Adjusters

ESTABLISHED 1880 INCORPORATED 1924

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Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

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CANNING MACHINERY and SUPPLIES

We are manufacturers

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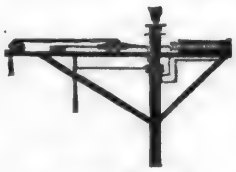
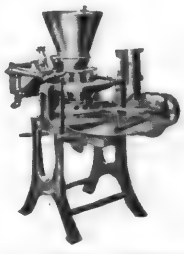


ROBINS CIRCLE STEAM HOIST

Write for Catalog

ROBINS PICKING & INSPECTION TABLE



AYARS NEW PERFECTION PEA FILLER

A. K. ROBINS & CO., INC.

LOMBARD & CONCORD STS., BALTIMORE, MD.

President Harding Telling The World

Address of FRANCIS A. HARDING

President, National Canners Association,

On the Westinghouse Salute to the Canning Industry, February 17, 1931

I AM going to try to tell you a few interesting inside facts about the canning industry and canned foods in general, facts which are not generally known and ought to be known by everybody who eats.

Like everything new, the preserving of food in its early beginnings was a rule of thumb operation. It

F. A. HARDING

was done partly by guesswork and partly by the method of trial and error, frequently error.

To correct this situation, a small group of far-sighted men interested in the canning industry, who had the vision to realize that the popularity of canned foods would increase in direct proportion to the confidence of the public in their purity, their wholesomeness, their safety and their appeal to the eye and to the sense of taste, founded the National Canners Association 24 years ago. The fundamental purpose of this Association is and always has been the betterment of the canning industry and the improvement of canned foods, based on a frank recognition of the fact that the good of the consumer and the good of an industry are inseparable, an unbeatable combination of idealism and sound business sense.

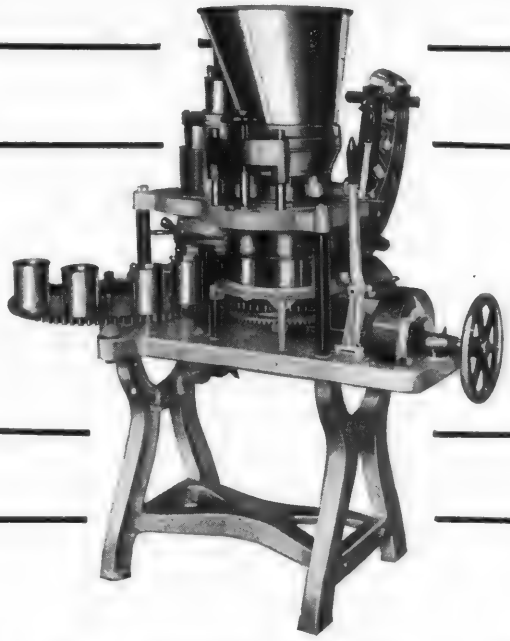
I wish I had time to tell you everything that the canning industry has accomplished for you through this Association, which is supported by the dues of many hundreds of members, including the largest producers of canned foods in the world, and by other interested and public-spirited companies in the allied lines. The National Canners Association, for example, maintains not only a large staff of technicians and chemists, three permanent research laboratories in which the best and most scientific methods of preparing the large number of varieties of canned foods have been determined, but also a mobile field laboratory which is transported by motor at a few hours notice to any locality where unusual conditions arising during the canning season may require immediate scientific investigation.

To give you an idea of the magnitude of this industry, the members of the National Canners Association alone are responsible for the production of over 101,000,000 cases of canned foods. This is about 75 per cent of all the canned foods packed in this country, exclusive of canned milk and certain lines of canned meats. These members are pledged to use in the preparation of their products only sound and wholesome materials, to employ sanitary and hygienic methods and machinery in the operation of their plants, to describe and represent their products truthfully and to recognize always their paramount obligation to safeguard the interests of the consuming public.

There are many moth-eaten, moss-covered prejudices against canned foods. One of the commonest of these which I wish to dispel from your minds now and forever is the absurd fallacy that food which is left in the can after it is opened is likely to be dangerous. This is not so. There is nothing in the can or in the tin on the can that causes food to spoil any more quickly than does a glass or earthenware dish. Spoilage is caused by bacteria, which are ever present in the air. These bacteria may be found on any unsterilized receptacle.

On the other hand, the original can in which the food comes to you, and in which it was cooked, was thoroughly sterilized during the process of canning, and scientifically speaking is probably the cleanest container in your well-kept house.

But I want to emphasize this point: food kept in open cans should be placed in the icebox and treated in exactly the same manner as you would treat the same variety of fresh food. Otherwise after the can has been opened the food will spoil just as quickly as the same kind of fresh food would spoil under the same conditions. It may be better housekeeping from the standpoint of appearance and convenience to keep your extra food in small china or glass dishes, but there is no scientific reason inherent in the can itself which requires the immediate removal of the food after the can has been opened.



HANSEN HIGH SPEED PEA and BEAN FILLERS

Continuous operation at high speed means short life unless your Filler is built to meet this latest demand. Hansen Fillers are built to meet it. They are so well balanced that a quick tug on the handwheel will cause them to spin several revolutions. Their well fitted bearings with Monel Metal shafts properly lubricated offer no resistance which means "no wear." Super-design, superior material and workmanship make Hansen Fillers "long lived" high-speed Fillers.

But, speed isn't all. The New Hansen handles the tenderest sweet Pea amazingly well. Its unique hopper takes care of that. One hopper side is active and the other stationary preventing peas from "bridging" and insuring uniformly filled cans.

It has separate adjustments too for regulating the quantity of peas and brine. Both are conveniently located within the operator's reach.

A large discharge disc, no funnel rubbers and friction clutch are also features of this new "high-speed" Hansen Filler.

Hansen Pea and Bean Fillers are ideal for handling peas, pork and beans, baked beans, kidney beans, lima beans, hominy, whole grain corn and many other products. The Filler for minimum sized cans is adaptable for handling all sizes from number fifty-fives to number threes inclusive. Another Filler is built especially for number ten can.

Before purchasing filling machines for next season you should learn all about this new Hansen. Write for our general catalog.

HANSEN CANNING MACHINERY CORPORATION

96 HAMILTON STREET, CEDARBURG, WISCONSIN

Manufacturers of

Hansen Sanitary Conveyor Boot
Hansen Quality Pea Grader
Hansen Four Roll Beet Topper
Hansen Sanitary Gallon Filler

Hansen Whole Grain Corn Cutter
Hansen Automatic Tomato Filler
Hansen Chili Con Carne Filler

Hansen Corn Cooker Filler
Hansen Pea and Bean Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Kraut Filler

Some canners themselves are partly responsible for the continuance of this prejudice by printing on their labels, in spite of authoritative statements to the contrary, the old-fashioned statement that the contents of the can must be removed immediately after opening. The National Canners Association is endeavoring to correct this practice.

These briefly are a few, but only a very few, of the facts which everybody ought to know about these every-day foods. I hope you have been interested. It has been a pleasure for me to represent the National Canners Association tonight, and I want to express to the Westinghouse Company, which is instrumental in equipping many canning plants with modern electrical appliances, our appreciation of their salute to the canning industry.

WHAT WOMEN WANT TO KNOW

By A. M. Wadsworth, Director Canners Lecture Bureau, 208 Washington St., Chicago.

RECENTLY, in giving a canned foods talk and demonstration before a prominent woman's club, I occupied the platform one hour and twenty-two minutes, and this extended time was necessitated by the numerous questions asked—and answered.

In this connection it seems pertinent to list some of the problems which are perplexing the housewives, and which we are called upon to answer. This list is attached. Questions bearing upon brands, packers and other than canned foods have been deleted.

These questions prove conclusively that the women are keenly interested in foods packed in tin containers. They are skeptical, but willing to be told and shown.

The bureau, in addition to giving many lectures and demonstrations on canned foods—

Contacts the distributing trades.
Gives talks before jobbing salesmen.
Contributes food articles to newspapers.
Conducts food surveys.
Acts as food counselor.
Maintains a question box on food problems.

We cover a territory representing 30 per cent of the total population of the country.

We have secured 26 new members since January 1, 1931.

Your support has made this work possible.

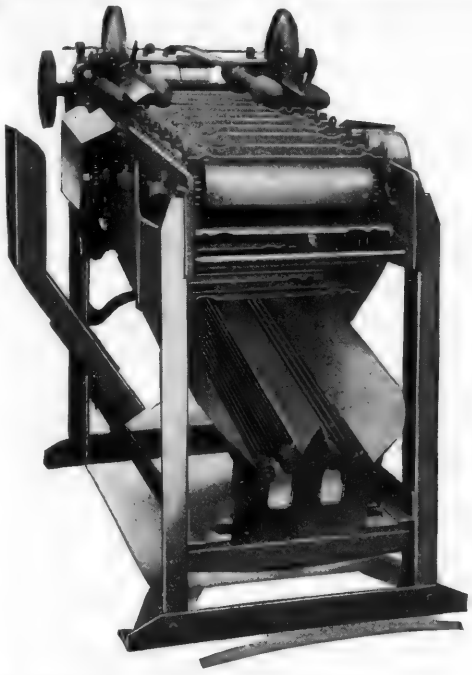
The housewife asks:

What are non-acid foods?
Does heat destroy vitamins?
How does oxidation affect foods?
Are canning factories really clean?
Do canners employ the lowest type help?
Can home canning be successfully conducted without pressure cooking?
Does the chilling of fruits improve their flavor?
What is meant by "heavy" syrup in canned fruits?
Why are some sea foods packed in parchment-lined tins?
Is glass preferable to tin as a food container?
Is "lye" peeling recommended?
What do you mean by vacuum packed?
Is there a marked difference between domestic and Japanese crab meat?
Is green asparagus superior to white asparagus?
What causes some canned foods to swell?
Does ptomaine poisoning originate in canned foods?
What is botulism?
Why do some fruits cause perforations in cans?
How can label wording be intelligently interpreted?
How is it possible to determine quality grades?
How can the net contents of a can be converted to cupsful?
What foods contain vitamin A? B? C? D?
Why are some cans enameled on the inside?
Should food be left in an opened can?
Are market vegetables fresher than canned vegetables?
What do the words "Mammoth" and "Colossal" mean to the consumer?
Are pork and beans really baked?
Are chemicals used in canned foods?
What is a genuine dill pickle?
Why do the Hawaiian Islands produce nearly all the pineapple?
How do "Alaska" and "Sweet Wrinkled" peas differ?
What are "Whole Packed" tomatoes?
Is a prune a plum?
Is the addition of pectin recommended in the making of jellies?
What place has evaporated milk in the baby diet?
In what respect do crushed and whole kernel corn differ?
Do sardines packed in Maine equal those packed in Norway?
Will freezing affect canned foods?
Are California fruits superior to those grown in other sections?
Why does Wisconsin pack 50 per cent of the peas of the United States?
Are stringless string beans stringless?
Why is it impossible to buy a good can of spinach?
Should we eat foods from a can which is dented?
Why are canned string beans inferior to fresh beans?
Where can we get a good can opener?
Why does some canned corn look dark and dirty?
Why is the canner's name not mentioned upon the label?
In opening a can is the food spoiled when a hissing sound is heard?
Is all yellow corn Golden Bantam?
If there is no danger, why do the labels read, "Empty contents immediately"?
Why is the syrup in California fruits pasty?
Why cannot the canner remove all cherry pits?
Is strained baby food as wholesome and safe in tin as in glass?
Is it safe to heat kraut in the can?
Is it necessary to thoroughly cook the food after taking from the can?

FACTORY DEPRECIATION REPORT READY

A PRELIMINARY report on depreciation studies has been issued by the Bureau of Internal Revenue and furnishes estimates for the useful life of buildings and equipment for a large number of industries. The canning industry is included, and depreciation rates to be applied to such equipment are given. This report is very complete and covers all sorts of canning machinery.

Copies of the report may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 5c each.



The MORRAL CORN HUSKING MACHINE

EITHER SINGLE OR DOUBLE

The Fastest and Best Husker in Use

Guaranteed to do good work when operated at a speed of 180 ears per minute.

THE MILFORD CANNING COMPANY
Milford, Illinois

MORRAL BROTHERS
Morral, Ohio
January 27th, 1931.

Gentlemen:

The twelve Morral Double Huskers which we installed last season gave us very satisfactory results. In fact, we were so impressed with their good work that we are ordering thirteen additional of your latest model double husker to be installed for the 1931 season.

This we think, in itself, is sufficient evidence of our confidence in the Morral Double Husker.

Yours very truly,
THE MILFORD CANNING CO.
Per C. H. Chittam

CHC:MH

It will pay you to write at once for catalogue - B - giving full description of the machines we manufacture, also get our prices and list of users before you place your order.

Manufacturers
Corn Husking Machines
Corn Cutting Machines
For Maine Style Corn
Whole Grain Corn Cutters
Labeling Machines
And other Machinery

Morral Brothers

Morral, Ohio

BROWN BOGGS FOUNDRY & MACHINE CO., Ltd.
Hamilton, Ont., Canada
Sole Agents for Canada

Certified Tomato Seed

There has been such a persistant call for Certified Tomato Seed that this year we induced the Government of the State of Pennsylvania to certify our Tomato. They would not certify but three varieties as they told us our acreage was so large they would not attempt to do more than three varieties this year and they chose the varieties which are – Marglobe, Greater Baltimore and Bonny Best. We hope next year they will certify three additional varieties as well as the three above. This seed is all grown right here and is as fine stock as can be produced. We also grow as you know, all other varieties, giving them the same care as in the past.

Before placing your order for Tomato or other Seeds, if our traveler does not call upon you, please write us for prices.

The prices on the three above named varieties of Certified Seeds—

Marglobe $5.50 **Greater Baltimore $4.00**
Bonny Best $4.00

Our Tomato Seed is sold only in Cardboard Lithograph Sealed Packages of 1/4 and 1/2 pounds, all marked Certified Seed.

FOUNDED 1784
147 YEARS IN BUSINESS

D. Landreth Seed Company

BRISTOL, PENNSYLVANIA

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A SUBSCRIBER writes:

We have quite a surplus of canned foods in stock and are wondering if we should sell them now, at prices ruling, or hold them until next season. Will you please let me have your opinion in this matter."

While in Maine, several years ago, I stopped at a country store. The stock on hand was jumbled, as is usually the case in this type of retail establishment. Everything carried a price tag, though, which is unusual. In addition, many articles carried the statement, "At cost," "Below cost," etc.

I asked the old lady in charge how she could afford to sell everythiny at cost or below. She replied: "I couldn't if I wasn't doing an awful business."

Many canners selling stocks on hand today at prices offered, couldn't afford to do it if they weren't "doing such an awful business."

The habit of cleaning up warehouses before the new pack is strong in the minds of many. Pressure from banks is steady. Lastly, but not least important, is the fact we are sheep-minded.

Let a single packer cut the price of his offerings and the next fellow to call goes the first chap one better. And the merry race is on, to the benefit of the buyer, and we hope the consumer.

Let's guess a little about the weather. Let's remember we had a severe dry spell last summer. And that January, 1931, was the driest month on record in many canning states.

In fact, all the moisture now in the soil would dry out in less than a week of warm sunshine and wind.

Look at the streams of the country!

Not one is full to normal level, and this is the season of year during which they are usually flooded!

True, Nature is a great leveler and we can expect that the lack of moisture we point out will be made up, sooner or later.

Here lies the possible trouble I want to point out.

When the turn comes and we begin to get rain in the amounts we wish, we are very apt to get altogether too much moisture.

The canner in many sections today faces a very definite probability of short crops because of either too much moisture or not enough. And either outcome is as bad as the other!

Distributors' stocks are moving into consumption. Moving better, I think, than many distributors would have us believe.

They must be replaced, and when they are, canners' stocks will move accordingly.

The majority of canners who are forcing sales today will clean up before the new pack or will strengthen prices before new pack is available.

Suppose we get short crops because of unusual weather again this summer.

Planting as the average canner intends to, only a normal acreage, securing a yield less than the average, stocks on hand that might be moved now only at a sacrifice, will look mighty good next fall when cars are being loaded to complete delivery of future orders.

If spot stocks must be moved now, merchandise them!

Twenty cents a dozen cut in prices may move goods, but with a stigma of "cheapness" they may never live down.

The same amount spent in sales activities may move as much stock and move it in a way that will reflect credit on your organization and brand.

Canners need to take a leaf from the sales book of national advertisers.

True, many feel canned foods will not stand the expense charged to soap or breakfast food for advertising, but these are different times in which we are living.

The same canner who feels he can't afford to plan on advertising his pack will stand for a cut of 20 cents a dozen from his opening prices in order to clear his warehouses.

Check your stocks, decide how many cases of goods you want to operate with and how much you will spend in moving them.

Then call on the best advertising man you know of and put your problem up to him.

Advertising men, by and large, are honest. Certainly they can't get rich on the proceeds of this first campaign you will run, but can only hope to profit because of its possible success and the money they may make from future campaigns.

You can depend, then, on getting the best advice and service they are capable of rendering.

Advertising men are salesmen first and advertising men afterwards. On this account they may decide with you that you will get the best results from a sales campaign based on some special feature or offering rather than from paid space in newspapers or trade magazines.

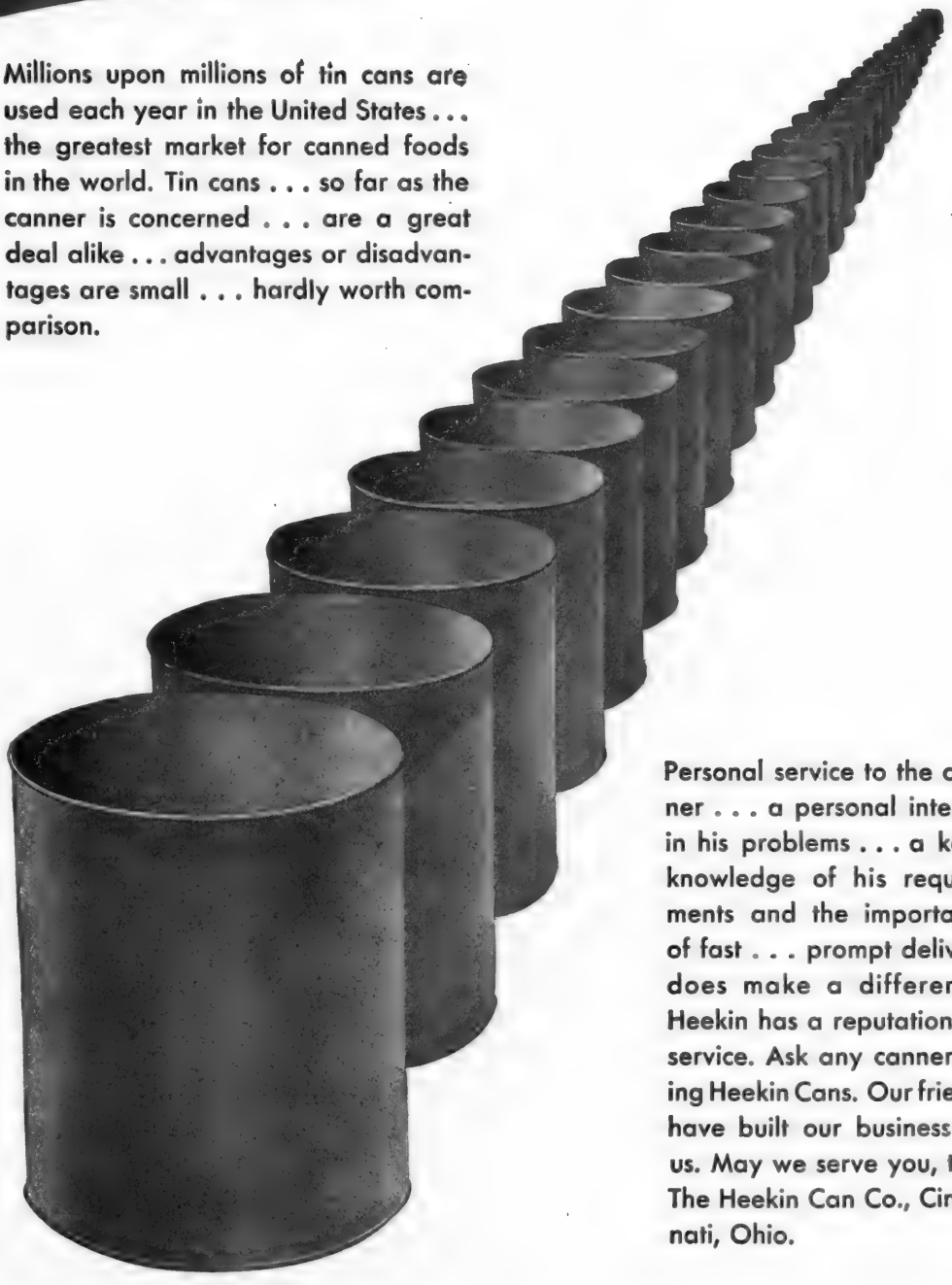
Listen carefully to what they suggest, consider it from every angle and do not hesitate to follow their suggestions if they appear to have merit.

An outside viewpoint often strikes quickly to the root of the most vexing problems.

If you do not want to employ an advertising agency to work on the little surplus you want to sell now, talk matters over with your broker who is located in the market which can most readily absorb your stock in quantities.

One of the primary functions of a good broker is to know markets and market conditions. He may have an idea that will not require the expenditure of the entire 20 cents a dozen you are willing to spend to move goods, but which will still accomplish your purpose.

Millions upon millions of tin cans are used each year in the United States . . . the greatest market for canned foods in the world. Tin cans . . . so far as the canner is concerned . . . are a great deal alike . . . advantages or disadvantages are small . . . hardly worth comparison.



Personal service to the canner . . . a personal interest in his problems . . . a keen knowledge of his requirements and the importance of fast . . . prompt delivery does make a difference. Heekin has a reputation for service. Ask any canner using Heekin Cans. Our friends have built our business for us. May we serve you, too? The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

In order to be specific in this matter, let's say we want to sell a car of fancy sweet corn in a particular market.

Suppose the price is off from the opening to the amount of 20 cents a dozen and we are willing to sell at this reduction or to spend the equivalent in building business.

Suppose we do not want to spend a cent in newspaper advertising.

Hire a demonstrator, then take her with you to your broker or representative, and in turn all of you call on your customer or customers.

Agree to let her remain in the market for two weeks after the car of corn arrives.

Then book her time, first of all in the largest retail stores in the market. Give some of the largest of these her services for a solid week!

When this has been done, arrange for her to divide a week between two smaller stores.

See that each retailer with whom you arrange for a demonstration agrees to put in a window display and to put on a special sale.

Let your demonstrator understand she is to be liberal with samples to clerks and proprietors.

Be sure she understands fully that her first mission is to make friends for you of all the people in the store she works in.

Supply her with any literature you may have regarding your pack or product.

If you have recipe books, impress on her the fact she must get them into the homes of consumers.

Merchandise your surplus, do not sacrifice it!

MORE ABOUT SUGAR CONTAMINATION—ITS EFFECT IN CANNING CORN

By E. J. Cameron and J. Yessir, Research Laboratories, National Canners Association, Washington, D. C.

IN 1926 it was first discovered that thermophilic spoilage bacteria were to be found in refined cane sugar and white beet sugar, and since that time there has been a growing realization that the bacterial condition of sugar is an important factor in the canning of peas and corn, and of other products of low acidity.

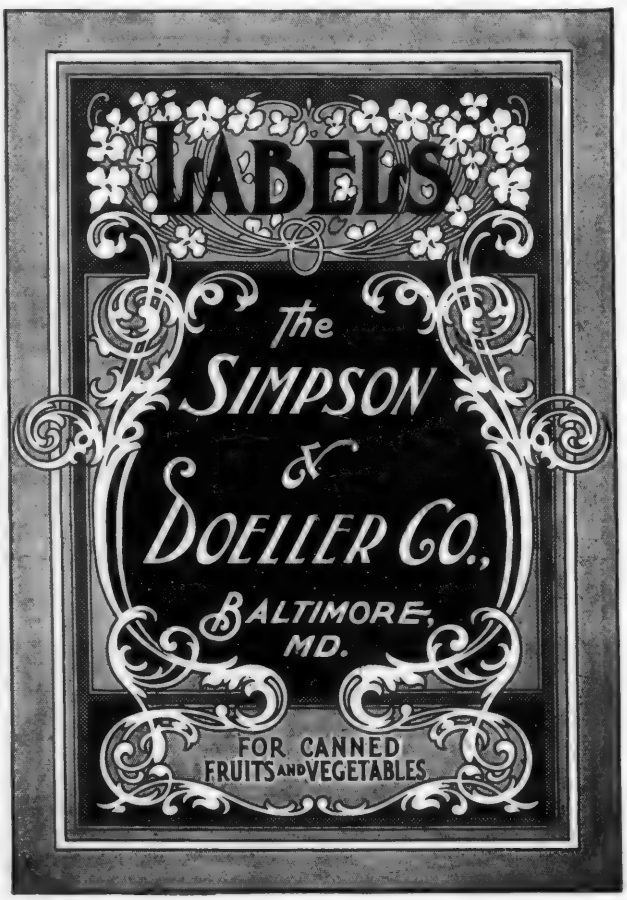
It is now recognized by the canning industry and by the sugar industry that sugar may carry thermophilic bacteria that are of types which are important as causes of spoilage in low acid vegetables. Both the canning and the sugar industries have been working to eliminate sugar as a source of undesirable contamination, and it is felt that substantial progress has been made. No little credit for this is due the several sugar producers who have assumed independent research in this connection. This has been a tangible illustration of the co-operative effort in industry, and the progress which has been made is testified to by the fact that some sugar producers expect in 1931 to be able to supply canners with sugar of guaranteed suitability.

The purpose of this communication is to give the outstanding results of some experimental work which was designed to demonstrate in a tangible way the effect that highly contaminated sugar may have when used in canning corn.

It is to be recalled that most of the earlier reports on this subject (N. C. A. Bulletin 25-L; The Canner, page 17, March 15, 1930, and The Canning Trade, page 16. March 17, 1930) have stressed the point that the effect of the use of contaminated sugar is usually indirect. In other words, the contamination brought by the sugar may inoculate some part of the canning equipment and, when favorable conditions exist, this contamination may develop to a point where it becomes a potent source of spoilage bacteria. This indirect effect is well illustrated by observations (N. C. A. Bulletin 25-L) on the cause of the high contamination found in some wooden brine tanks.

It has been impressed upon us, however, that sugar at times may be so highly contaminated that it may lead directly to trouble from spoilage. And this possibility is of material importance. The canner may, by proper control within the canning factory, reduce to a minimum the possibility of a small amount of contamination being built up, but where the sugar which is used is of high contamination, he has no such means to control the situation. We, therefore, have felt that this question of the direct effect of sugar should be given an especial study.

In order to provide the proper background for what is to follow, it seems well at this point to recall that there are three general groups of thermophilic spore-forming bacteria which are of importance as causes of spoilage. They are: (1) the first sour bacteria, which produce acid without gas, giving rise to the so-called flat sour spoilage. Then (2) there are the thermophilic anaerobic bacteria, which produce acid and gas and the can becomes a swell. Finally (3) there are the sulfide spoilage bacteria, which are also thermophilic anaerobes, but which differ from those just described in that hydrogen sulfide gas is produced. The effect is to produce a general blackening of the contents of the



MICHIGAN LITHOGRAPHING CO.
MANUFACTURERS OF
BETTER LABELS

MAIN OFFICE AND FACTORY
GRAND RAPIDS, MICHIGAN

BRANCH OFFICES
NEW YORK
EDINBURG, IND.
CHICAGO
FINDLAY, OHIO

KYLER BOXERS

It's the performance of a product under actual working conditions that counts most of all. And it is the performance of KYLER BOXERS in large plants throughout the country that has a significant message for you. Here they are given the acid test. Day after day, week after week, for years they are used under the most severe conditions. That they have given absolute satisfaction is amply evidenced by the number of repeat orders from firms who are already using them.

Manufacturers of
Boxing and Labeling Machines

Westminster Machine Works, Westminster Md.

can, and the odor is suggestive of rotten eggs. The hydrogen sulfide gas is very soluble and the can does not swell.

All three groups are called "thermophilic" because of their preference for relatively high growth temperatures. They grow best at temperatures in the neighborhood of 130 degrees F., and some of them require temperatures above 100 degrees F. in order to grow at all. Their importance to the canning industry is bound up with the high resistance of their spores to heat. In some instances this resistance is so great that it is not practicable to destroy them by the process, and they are prevented from developing by adequate cooling measures.

In 1930, during the operation of the field laboratory, it was found that several canners were using a sugar which contained all three groups of the bacteria just described. This sugar is particularly high in contamination by the flat sour bacteria. The sugar was under the same brand name in all cases, and, so far as could be determined, came from the same source.

All canners who were found to be using this sugar were advised that, in the opinion of our laboratory, this sugar was unsuitable for canning low acid products. The opinion upon which these reports were based was arrived at through certain laboratory tests. These tests included "spore counts" and heat-resistance tests.

It was found that spores of the flat sour bacteria were often present to the extent of more than 2,000 spores per 10 grams of sugar. It is felt that a suitable sugar should not carry more than 75 spores per 10 grams, and the contrast is apparent.

The heat-resistance tests on flat sour spores which were in the contaminated sugar showed that in dilute pea puree the resistance was between 145 and 160 minutes at 239 degrees F. (115 degrees C.). In liquid taken from canned corn the resistance was between 70 and 80 minutes at the same temperature. These figures illustrated that with the usual methods of canning the bacteria would not be killed, and reliance would have to be placed on adequate cooling. Further than this, it should be mentioned that the sugar obviously would be a constant source of danger in inoculating the canning equipment.

Several bags of this contaminated sugar were shipped to our laboratory for further work. Shortly thereafter some corn was put up which carried all the usual ingredients except sugar. This corn was shipped to the laboratory.

In preparation for the experiment which was to follow, the corn was incubated at a temperature of 130 degrees F. for a period of two weeks in order that any cans of corn containing thermophilic bacteria could be eliminated.

The experiment consisted in recanning the corn in three lots, the first of which contained no sugar, the second contained a sugar which was considered suitable for canning, and the third contained the unsuitable sugar, which has been described. The sugar was added in proportion of about 5 per cent.

Corn from these three lots was processed 70, 80 and 90 minutes at 250 degrees F.; 70 minutes at 250 degrees F. is the process which has been suggested for No. 2 cans. After processing all cans were incubated at 130 degrees F. for a sufficient period to cause development of thermophilic bacteria where they had not been killed by the process.

The general results of this experiment are shown in the following table:

The
Hydro Geared Pea Grader
was the hit of the Chicago Convention

A line from you will bring a representative to talk over your grading problems.

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

ZASTROW MACHINE CO.
INC.
1404-1410
THAMES STREET
BALTIMORE - MD.
SUCCESSORS TO
GEO. W. ZASTROW

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Thread Rolling

"Bliss" No. 219 Thread Roller

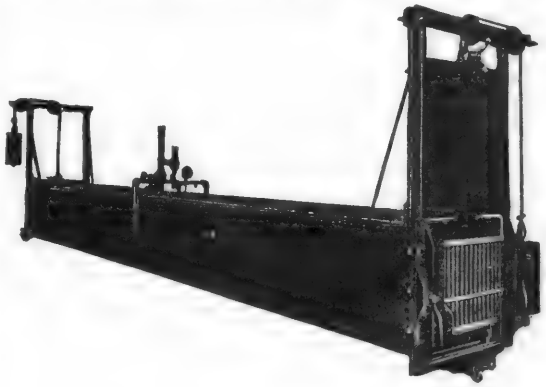
We build a large number of machines for rolling threads on sheet metal articles. The Bliss No. 219 which handles work from ⅜" to 4½" in diameter and up to 2" in height is of exceedingly simple design and rugged construction. It is the ideal machine for manufacturers of cans with threaded caps. On some classes of work a production of 125 or more a minute is obtained.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

OYSTER STEAM BOX



With improved sliding doors, doing away with the hinged tracks, giving increased service

Edw. Renneburg & Sons Co.

MACHINE AND BOILER WORKS

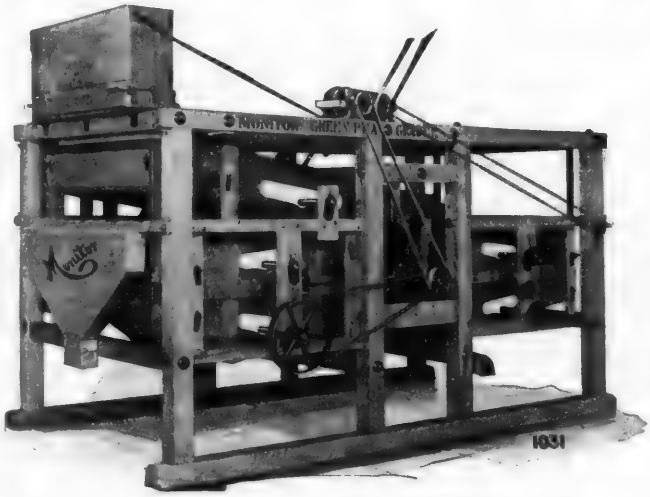
2630 Boston Street Baltimore, Md.

WORKS

ATLANTIC WHARF, BOSTON STREET & LAKEWOOD AVE.

BALTIMORE - - MARYLAND

How Do Your Peas Cut?



Without doubt, fine in every way except possibly in sizing.

Its embarassing to open a can of 'twos' and find a layer of 'threes' right on top. Likewise, it cuts into profits to find a lot of 'ones' mixed in with the 'twos'.

A MONITOR Pea Grader guarantees against this. Each size is put where it belongs and in the long run, you will find that profitable.

This Grader is also ideal for Lima Bean grading. That makes it a two purpose machine—it works at least two crops per year. Another source of profit. Its the sum of these little items that in these days makes up profit or loss.

Why not write us.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.

P. O. Drawer 25 BROCTON, N. Y.

(Formerly at SILVER CREEK, N. Y.)

SPECIAL AGENTS
A. K. Robins & Co., Inc., Balto., Md.
King Sales & Engineering Co.
75 Fremont St.
San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

Spoilage in No. 2 Cans of Corn Due to the Presence of Thermophilic Bacteria in Sugar.

Process at 250 deg. F.	Pc. Spoilage in Corn with No Sugar	Sugar A*	Sugar B**
70 minutes	0	0	95.8
80 minutes	0	0	75
90 minutes	0	0	54.2

*Sugar A suitable for canning non-acid products. "Flat sour" count 60 spores per 10 grams sugar.

**Sugar B non-suitable for canning non-acid products. "Flat sour" count 2,500 spores per 10 grams sugar.

From the results which are given it is seen that the bacteria in the suitable sugar were destroyed by the 70 minute process, whereas 95.8 per cent of the cans containing the unsuitable sugar were not sterilized. Furthermore, even after 90 minutes at 250 degrees F., which is 20 minutes longer than the process suggested by the laboratory, more than 50 per cent of the cans had not been sterilized.

Probably none of this spoilage would have occurred at temperatures below 100 degrees F., because it was found that this sugar contained the "obligate" flat sour thermophiles for the most part. in other words, bacteria which would not grow below 100 degrees F. But the significant thing is that if a canner who used this sugar had uncontaminated equipment, he would still have been marketing a non-sterile product. If there were times at the height of the pack when cooling was inadequate, it would be expected that there would be spoilage in the pack. If the product were shipped to the tropics, it is not unlikely that spoilage would occur.

There has been a large amount of work done to reduce losses through spoilage in corn and other products. There has also been work done which has as its objective the development of ways and means of obtaining total sterility in canned corn. It is obvious from this experimental work that total sterility cannot be obtained unless the ingredients of the product are free from the highly resistant thermophilic bacteria.

The canner has the means to guard against the spoilage hazard of contaminated sugar. He can ascertain whether the company from which his sugar is to be secured is cognizant of the present situation, and whether it is prepared to provide sugar which it knows to be suitable for canning. When the sugar is received the canner may assure himself regarding the condition of the various shipments by having samples tested by a competent laboratory.

SIMPLIFIED PRACTICE RECOMMENDATIONS

On Sizes of Fruit and Vegetable Cans Now Before Industry for Consideration and Written Approval.

THE Division of Simplified Practice of the Bureau of Standards, Department of Commerce, recently mailed to can manufacturers, canners, canned food distributors and others interested, for their consideration and written approval, a summary report of the general conference on fruit and vegetable cans.

The recommendation, as adopted by the general conference of representatives of the industry on January 20, 1931, in Chicago, Ill., will be instrumental in reducing the number of cans used in packing fruit and vegetables from more than 200 to 27.

The appointment of a standing committee representative of food packers and distributors to sponsor the recommendation throughout its existence, was also authorized by the conference.

PROF. STARR BACK ON HIS JOB

Takes Over the Production Department of the Jerome B. Rice Seed Company.

AFTER an absence of nine years from the staff of the Rice Seed Company, Mr. Starr has now resigned his position with the Michigan Agricultural College to return to his first love, the Jerome B. Rice Seed Company, this time to accept the position as chief of production, having in charge the work of stock improvement, trial ground work and the management of their numerous growing stations, as well as to act in an advisory capacity for the canners, picklers and seedsmen. Mr. Starr will make his headquarters at the Cambridge office.

PROF. GEORGE E. STARR

Mr. Starr has spent his lifetime in the seed business, starting with D. H. Ferry & Co. in 1897. In the summers of 1898 and 1899 he was employed by the Rice Seed Company in crop inspection, spending the winter months with Peter Henderson & Co., well-known seedsmen of New York city. In 1913 he opened the Grass Lake, Michigan, seed farms of the Rice Company, continuing there until the farms were sold and the farming operations transferred to Cambridge in 1922, at which time he attached himself to the staff of the Michigan Agricultural College, where he has been affiliated since.

Mr. Starr is no stranger to the seed trade or to the canning and pickling industry, having on many occasions worked with all three groups, and frequently been consulted in various matters where his long-time experience has been found most useful. For several years past, and while on the staff of the Michigan Agricultural College, he has been supervising the breeding and selection of a perfect type of pickling cucumber for the National Picklers Association, resulting in the production of the famous National pickling cucumber.

The Rice Company is to be congratulated on again securing the services of so capable a man to take over such an important part of their work.

THEY KNEW WHAT THEY WANTED . . .

Iowa's largest corn canners chose Super Huskers. Why?

The Marshall Canning Co. of Marshalltown, Iowa, bought Super Huskers for their modern plant at Waverley because after prolonged operating tests side by side with other huskers, the Super proved the best in every way.

They bought 18 motor-driven Supers for Waverley in 1930. After operating them last season, they *came back and bought more Supers* for other plants at this year's Convention.

The pictures tell the story of the Waverley installation, a husking room worth taking points from — one that built profits for Marshall.

Sprague-Sells Corporation is proud to have aided in laying out this fine plant. If you are looking for maximum profits from corn this year, let our engineers plan an up-to-the-minute installation with you too.

May we send you some new and interesting data on the latest Super Husker? Write today.

SPRAGUE-SELLS CORPORATION
Division of Food Machinery Corporation
308 W. Washington St. Chicago, Illinois

THE 1930 TOMATO STATISTICS

National Canners Association.

1739 H Street,
Washington, D. C., March 7th, 1931.

THIS publication, the twenty-third annual statistical report of tomatoes canned in the United States, gives the pack during 1930, expressed in cases of No. 3 cans, as compiled by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce.

The statistics for 1927, 1928 and 1929 were collected by the Census Bureau, Department of Commerce, and for prior years by the National Canners Association, with the exception of 1917 and 1918, which were collected by the Food Administration.

FRANK E. GORRELL, Secretary.

THE 1930 TOMATO PACK

	1927 cases	1928 cases	1929 cases	1930 cases
Maryland	3,670,666	1,720,371	4,050,160	3,769,564
Delaware	827,466	324,876	851,238	754,864
New Jersey	253,692	94,543	256,523	355,598
Indiana	1,131,254	613,037	1,134,181	2,028,943
Ohio	188,705	124,322	153,343	428,976
New York	299,820	261,369	328,957	466,681
Missouri	605,029	395,908	621,613	b1,120,016
West Virginia	(a)	(a)	(a)	(a)
Virginia	1,058,634	465,755	918,475	818,494
Washington	(a)	(a)	(a)	(a)
Colorado	127,143	157,666	195,454	292,553
California	2,256,874	1,991,022	2,811,550	3,460,162
Utah	792,264	923,727	767,633	788,309
Iowa	(a)	(a)	95,273	113,781
Michigan	(a)	(a)	(a)	110,898
Illinois	124,171	126,238	184,384	222,971
Minnesota	(a)	(a)	(a)	(a)
Pennsylvania	166,888	94,909	121,953	150,680
Tennessee	369,380	159,618	297,114	518,327
Kentucky	252,605	111,400	166,570	161,108
Arkansas	677,914	613,065	768,643	b1,050,177
All other States	335,538	360,756	422,237	385,697
Total	13,137,042	8,538,582	14,145,301	16,997,799

(a) Included in all other states.

(b) Reported by Ozark Packing Corporation; Arkansas includes 41,870 packed in Oklahoma.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

SCHERER'S and S. J. J., J. J. Scherer Sons Co., Inc., Irvington, N. J., canned sauerkraut, etc. Use claimed since July 1, 1928.

MBC and three pigs on a shield, Millar Brothers & Co., Philadelphia, Pa., ham. Use claimed since October, 1926.

PIEASU, The C. H. Musselman Company, Biglersville, Pa., canned fruits, canned vegetables, etc. Use claimed since September, 1919.

SEA TO HOME and design, Beacon Oyster Company, Wickford, R. I., fresh opened oysters or clams in paper containers and oysters or clams sealed in cans. Use claimed since November 15, 1930.

FLORICO, Scoville Canning Company, Inc., New York, N. Y., canned grapefruit and grapefruit juice for food purposes. Use claimed since December 23, 1930.

TIN PLATE DECORATION AND THE LACQUERING OF FOOD CONTAINERS

BY A. LL. MATTISON.

THREE years ago Dr. Mattison published a book on this subject, but since then he has visited America and studied tin-plate making, lacquering and printing in conjunction with the present manufacturers in this country and England and he presents this book as including much of the essential matters covered in the first one, "but," as he says, "in a greatly enlarged, revised, and, I trust, improved form."

The book will be found highly interesting to technical men and others interested in decorated can making, and in the making of specialties from decorated tin plate. It is profusely illustrated, many of the plates in colors, and altogether a reference book on the subject of great merit. It is published by the author, A. Ll. Mattison, Adderley Works, Bordesley Green, Birmingham, England, and the price is 12 shillings 6 pence, approximately $3.00 per copy.

CROP SERVICE OFFICE MOVED

The United States Department of Agriculture and the Maryland Extension Service have entered into an agreement, effective February 15, 1931, by which these agencies will co-operate in the preparation and distribution of Maryland crop reports.

The office of the Agricultural Statistician has been moved to the Experiment Station Building of the University of Maryland, at College Park, and the business of the office is now being conducted there.

Accordingly, all correspondence and communications should be addressed as follows: Agricultural Statistician, Maryland Crop Reporting Service, College Park, Maryland.

RICHARD C. ROSS,
Agricultural Statistician.

THE CANADIAN FRUIT AND VEGETABLE CANNING

THE Department of Commerce has just received a copy of a report on the above subject from American Commercial Attache Lynn W. Meekins, at Ottawa, issued by the National Development Bureau. This report contains data on production, consumption, import and export statistics, processing, etc., with particular reference to Canada. The various foreign markets are also discussed.

Interested American firms may obtain copies gratis by applying to the National Development Bureau, Department of the Interior, Ottawa, Canada.

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

Confidence

"THE BASIS OF GOOD WILL"

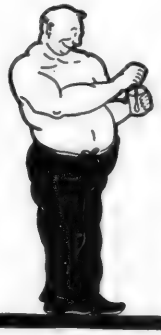
A visit to our Breeding Grounds will justify your Confidence

BEAN BREEDING GROUNDS—IDAHO

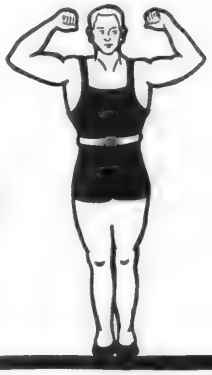
"BLOOD TELLS"

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

PEAS—BEANS SWEET CORN



ARE YOU READY?



An athelete must keep in condition. But how about your cannery? Same thing. You can't beat old man High Cost with "maybe it will run" factory equipment.

Shut-downs cost money and kill quality

If your Viners are in bad shape, replace them with new Scott Viners or repair or rebuild them with Scott Viner Parts. They're interchangeable.

Super-Service Viner Aprons cost no more. They fit any make of viner.

773 EAST MARKISON AVE. THE SCOTT VINER CO. COLUMBUS, OHIO

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

YOUR OPPORTUNITY—Having just purchased all of the canning machinery and equipment of the Cazenovia Canning Co. of Cazenovia, N. Y., who have engaged in another line of manufacturing, we offer the finest line of used canners items we have ever seen offered. Many items are practically as good as new having been used little and exceptionally well cared for. Everything is priced attractively. Anticipate your wants for at least two years and buy some of it. It is a rare opportunity to save many dollars—you can well afford to borrow money to grab some of these bargains. Tell us your needs quick. Come and see it. Ask for list.
Wolfrom Canning Machinery Co.,
Loew Building, Syracuse, N. Y.

FOR SALE—Serviceable used canning machinery at attractive prices. For complete information write
Snider Packing Corporation, 1206,
Temple Bldg., Rochester, N. Y.

FOR SALE—Two Nested Pea Graders in good condition, in a Delaware plant. Prices on application.
Address Box A-1806 care of The Canning Trade.

Wanted—Machinery

WANTED FOR CASH—4 Anderson-Barngrover or Wonder Cookers, large capacity for Nos. 2 and 3 cans. We offer 1 practically new No. 10 Cooker in exchange for No. 3 Cooker.
Address Box A-1799 care of The Canning Trade.

WANTED—One used Chisholm—Ryder Pea Viner with Feeder and Under Carrier. State price and condition of machine and where located.
Address Box A-1801 care of The Canning Trade.

WANTED—String Bean Sorter.
The C. H. Musselman Co., Biglerville, Pa.

WANTED—2 or 3 Sprague Rutter Process Kettles and 1 No. 10 Filling Machine.
The Rossville Pkg. Co., Rossville, Ill,

WANTED—At once, 1 Sinclair Scott Sample Pea Grader. Must be in good condition.
Curtice Bros. Co., Rochester, N. Y.

WANTED—Haller Berry Washer. State model, age, condition, lowest price.
Address Box 1624, New Orleans, La.

For Sale—Factories

FOR SALE—Large Corn and Pea Plant; 3 story warehouse and factory with railway siding. 4 acres of land; Maryland fertile farming section.
Address Box A-1782 care of The Canning Trade.

FOR SALE--Our Canning Plant at Fredonia, New York, including capital stock if desired. Excellent opportunity; easy terms.
Fredonia Preserving Co., Fredonia, N. Y.

For Sale—Plants

FOR SALE—MARGLOBE TOMATO PLANTS—Grown from Landreth's Certified Seed. Sturdy field grown plants; shipment May 8th through May 25th, $1.75 per thousand.
Shelmore Oyster Products Co., Charleston, S. C.

For Sale—Seed

FOR SALE—20,000 pounds Beans, Giant Stringless Green Pod, Idaho grown, germination 92%, 10¢ per pound f.o.b. Philadelphia, bags extra, terms S/D B/L.
Francis C. Stokes & Co., 206 Walnut Place,
Philadelphia, Pa.

FOR SALE—Northern Illinois grown Sweet Corn Seed from selected stocks; Bantam, Crosby, Country Gentleman. Prices and samples upon request.
Midwest Canning Corp., Rochelle, Ill.

ATTENTION CANNERS—If you want Tomato or Cabbage Plants this season that you will be proud to set, and plants grown from State Certified and treated seeds, let us figure with you on your requirements. Cabbage Plants now ready. Tomato Plants ready beginning first of April and on through June. Write or wire, or come to see us. References furnished, also names of satisfied customers.
J. P. Council Co., Franklin, Va.

FOR SALE—Break-O-Day Tomato Seed; only variety not affected by blossom end rot. Produced 16 tons per acre when all other varieties almost ruined by severe drouth. Plantings in Florida prove it to be free of any off type and two weeks earlier than Marglobe, holding its size better than any other variety on fourth and fifth hands. Names of pleased growers there given on request. 1 oz. $1.50; ½ lb. $8.50; 1 lb. $15.00; special price on larger orders. Germination 89%.

Wm. N. Eyler, Route 2, Cumberland, Md.

Wanted—Miscellaneous

WANTED—Men to join The Commercial Canning Club, teaching the latest methods, processes and formulas for canning Grapefruit and Juices, small Irish Potatoes and a full line of staple commodities. One dollar entitles you to membership and all advantages.

Canning School Courses, Inc.,
Room 4, 35 N. W. 26th St., Miami, Fla.

WANTED—Canner to furnish Tomato seed; we field-grow and field-harden plants ready May 1st. Three railroads; 18 hours truck to Baltimore.

J. K. Mayfield
Denmark, S. Car.

Help Wanted

POSITION WANTED—As Manager or Superintendent by practical canning man with 20 years experience in canning mostly all fruits and vegetables; also machinist and builder. Can build mostly any kind of plant, completely fit it out and handle all parts of the business. Open for any proposition.

Address Box B-1805 care of The Canning Trade.

WANTED—Man familiar with canning soups.

Shenandoah Abattoir Company, Shenandoah, Pa.

Situations Wanted

POSITION WANTED—As Manager or Superintendent of plant or chain of plants canning tomatoes, tomato products, green beans, beets, spinach, sweet potatoes and hominy. Thoroughly familiar with these lines from the field to the consumer; also office work. Can install and maintain equipment, handle labor and keep your costs down. Have had twelve years experience and can furnish excellent reference.

Address Box B-1789 care of The Canning Trade.

POSITION WANTED—As Superintendent by a high grade pea and tomato packer; in the game 20 years. Machinist by trade. Last place four years. Will go anywhere; age 42 and in best of health. Best of references.

Address Box B-1792 care of The Canning Trade.

POSITION WANTED—By experienced Tomato packer, familiar with all Tomato products; also snap beans. Can superintend and install machinery for same.

Address Box B-1800 care of The Canning Trade.

POSITION WANTED—As Roe-Boss with a long season canning factory to supply help of all kinds. Been in the business for years. Reason for change, last employer not operating this year.

Address Box B-1797 care of The Canning Trade.

POSITION WANTED—By expert Labeler as operator of either Burt or Knapp machines on tin, or World or Ermold on glass. Can take charge of crew. Best of references.

Address Box B-1802 care of The Canning Trade.

POSITION WANTED—By young man 26 years old as a Plant Manager or Superintendent. Experienced with Corn, Green Beans, Pumpkin, Tomatoes and Tomato Products. The past six years have been employed as a Plant Manager. My specialty is to pack quality and manage help. Can furnish excellent reference.

Address Box B-1803 care of The Canning Trade.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

Canners Exchange Subscribers
at
Warner Inter-Insurance Bureau

* * *

Fire Insurance
for the Canning Industry
at an average of 60c. below
the usual rates.

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LANSING B. WARNER Incorp.
155 East Superior Street
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Merchandise Broker
Canned Foods a Specialty
Phoenix Building, -:- Baltimore, Md.

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Consulting Food Chemists and Bacteriologists

U. S. Licensed Graders of Canned Foods

Grading under the McNary-Mapes Amendment

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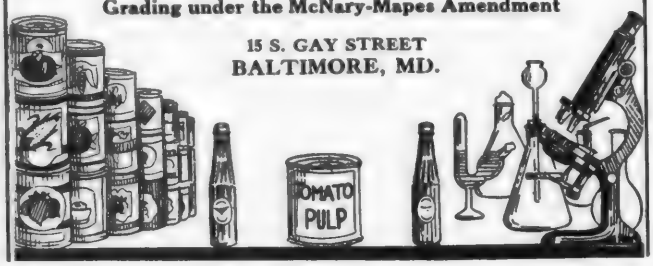


Can prices

1931 season

The American Can Company announces the following base prices for its term contracts, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1 size	$14.40 per M.
No. 2 size	19.99 per M.
No. 2½ size	25.21 per M.
No. 3 size	27.19 per M.
No. 10 size	60.33 per M.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

SOUDER MFG. CO.

Can Straighteners *Cookers*
Filling Tables

Madison St. BRIDGETON, N. J.

Eliminate causes of 'flats' and 'sours' & insure sanitary cleanliness
Ask your supply man for
Wyandotte
Cleans Clean
Sanitary Cleaner Cleanser
J. B. Ford Co., Sole Manufacturers, Wyandotte, Mich.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street Baltimore, Md.

GAMSE'S ATTRACTIVE LABELS

Gamse Can Labels are "Better" Labels.

H. GAMSE & BRO.

Lithographers

GAMSE BUILDING
BALTIMORE MARYLAND

POWDERED APPLE PECTIN

SPEAS-NUTRL-JEL

NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

SPEAS MANUFACTURING CO.

Kansas City, Mo.

Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	4.00
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.15
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	3.25
Small, No. 1 sq	.....	3.00
Green Mammoth, No. 1 sq	3.40	2.95
Small, No 1sq	2.80	2.90
BAKED BEANS‡		
In Sauce, 8 oz	.45	.....
No. 1	.60	.....
No. 2½	1.25	1.50
No. 10	4.00	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.75	.....
Standard Cut Green, No. 10	4.25	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.05	.....
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.90	.....
No. 10	10.25	.....
No. 2, Medium Green	1.50	.....
No. 10	8.50	.....
No. 2, Green and White	1.05	1.35
No. 10	7.00	.....
No. 22, Fresh White	1.00	.....
No. 10	5.25	9.00
Soaked, No. 2	.90	.....
BEETS‡		
Baby, No. 2	1.40	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	3.25	.....
Whole, No. 10	4.00	4.00
Diced, No. 10	4.00	.....
CARROTS‡		
Standard Sliced, No. 2	.75	1.05
Sliced, No. 10	3.50	5.00
Standard Diced, No. 2	.75	.....
Diced, No. 10	3.75	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	1.10
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.35	.....
Extra Standard, No. 2	1.15	.....
Standard, No. 2	1.00	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.00	.....
Standard, No. 2	.90	.....
Standard, No. 10	.90	.....
HOMINY‡		
Standard Split, No. 3	1.00	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.90	.....
No. 10	4.25	.....
Fancy, No. 2	1.15	1.25
No. 10	5.00	5.25
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	6.50	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.55
No. 2 Fancy Alaskas, 2s	.....	1.55
No. 3 Fancy Alaskas, 2s	.....	1.30
No. 3 Fancy Sweets, 2s	.....	1.40
No. 4 Fancy Sweets, 2s	.....	1.20
No. 5 Fancy Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 2s	1.00	1.00
No. 4 Std. Alaskas, 2s	.95	.85
No. 5 Std. Sweets, 2s	.....	.95
No. 3 Std. Alaskas, 10s	5.75	5.50
No. 4 Std. Alaskas, 10s	5.30	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	.90	.85
No. 10	2.70	2.65

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.85	.85
No. 3	.90	.90
No. 10	2.90	3.00
SPINACH‡		
Standard No. 2	.....	.90
No. 2½	1.25	.....
No. 3	1.50	.....
No. 10	4.50	.....
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.40	1.25
(Triple) No. 2 (with tomatoes)	1.35	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.90	.....
No. 2½	1.07½	†1.06
No. 3	1.15	†1.15
No. 10	4.00	†3.50
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.50	.....
No. 2	.80	.....
F. O. B. County	.80	.....
No. 3	1.30	.....
F. O. B. County	1.25	.....
No. 10	4.00	.....
F. O. B. County	3.75	.....
Standard, No. 1	.45	.....
F. O. B. County	.40	.....
No. 2	.67½	†.67½
F. O. B County	.67½	.....
No. 3	1.10	.....
F. O. B. County	1.02½	†1.05
No. 10	3.25	.....
F. O. B. County	3.10	†3.00
TOMATO PUREE† (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.35	.35
No. 10, Whole Stock	2.25	2.75
Standard, No. 1 Trimmings	.35	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

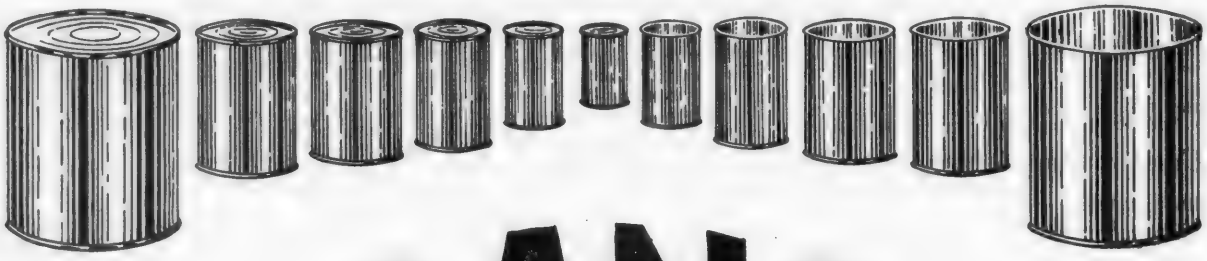
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.30	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.75
Choice, No. 2½	2.25	2.00
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.00	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.85
No. 10	8.50	7.00
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.25	.....
California Standard 2½	3.10	2.45
Choice, No. 2½	3.40	2.65
Fancy, No. 2½	.....	3.00
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.70	.....
No. 2	1.45	.....
No. 5	4.25	.....
No. 1 Juice	1.15	.....
No. 5 Juice	4.10	.....
PEARS*		
Standards, Kiefer No. 2, in syrup	1.10	.....
No. 2½	1.55	.....
California Bartletts, Standard 2½	2.40	1.75
Choice	3.50	2.40
Fancy	.....	2.85
Standard, No. 10	.....	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.57½	1.60
Choice, No. 2½, Y. C.	1.75	1.80
Fancy, No. 2½, Y. C.	.....	2.10
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	5.00	.....
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.45	2.45
Sliced Standard, No. 2½	2.25	2.30
Sliced Extra, No. 2	.....	2.25
Sliced Standard, No. 2	.....	2.10
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	8.00	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.50	3.05
No. 10s	13.50	10.50

Canned Fish

HERRING ROE*		
10 oz.	.75	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.35	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.10
½-lb. cases, 4 doz.	.....	1.95
OYSTERS*		
Standards, 4 oz.	1.05	.....
5 oz.	1.15	1.00
8 oz.	2.10	.....
10 oz.	2.30	2.00
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaska, Tall, No. 1	3.35	3.15
Flat, No. ½	2.05	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No 1	1.10	1.10
Columbus Flat, No. 1	.....	4.75
Flat, No. ½	.....	2.60
Chums, Tall	1.00	.98½
Medium, Red, Tall	.....	.....
SHRIMPS		
Dry, No. 1	1.65	.....
Wet, No. 1, Large	1.80	1.65
SARDINES§ (Domestic), per case		
¼ Oil, Keyless	.....	†3.40
¼ Oil, Decorated, Keys	.....	†4.00
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.40
¼ Oil, carton	.....	†4.40
½ Mustard, Keyless	.....	†3.15
California, Oval, No. 1	1.60	†3.15
TUNA FISH§ (California), per case		
White, ½s	8.00	8.50
White 1s	14.50	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ½s	5.90	6.25
Striped, 1s	11.25	11.50
Yellow, ½s	6.25	6.75
Yellow, 1s	.....	13.00



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THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, MARCH 16, 1931

WEEKLY REVIEW

Distribution to Consumers Heavy and Cleaning Up Stocks—Foods Below Cost Is a Disgrace to the Industry—Canners' Costs Must Be Brought Below Present Selling Prices—A Glance at Market Conditions.

HEAVY CONSUMPTION—Distribution is now getting the sort of attention and action that is bound to bring the most good to this industry; the retailers of every kind are "slathering" out canned foods of every sort at real bargain prices. Four cans for a quarter is the common quotation on many items of canned foods, and, what is more to the point, the consumers are taking to them. They first tried them timidly, then found them good, and are now laying them in and using them heavily at many meals. What chance has the once famous green stuff with this sort of food at these prices, or what chance have fancy glass packed foods with this trade? The consumers are on a money-saving strike, and they are looking for and getting the most for their money. And quality and value are not overlooked in this; they quickly go away from anything that is merely cheap. Retail grocers in California are selling well-known brands of No. 2½ choice peaches at 12½c per can, and similar high-quality goods are selling in this market, and in all markets of the country, upon an equivalent basis. It is hard upon the canners, because most of these bargains are going at less than it costs to produce them, and the canners are losing heavily. Looked at in one way, it might be argued, why can't the distributors and retailers consider the well-being of the canning industry and advance these prices 1c per can, which the public would never notice, and yet which would bring the canner out at least 12c per dozen nearer to cost. That could be done without interrupting the consumption one bit; but it would have to be done by the canners, and, what is more, the distributors and retailers would not object. Here is where the tragedy of the business triangle appears in all its horror: the canners cannot protect themselves, cannot reach the distributors for this reasonable consideration and action, as a body, under the present method of selling canned foods. If the canners had access to the desks of the buyers, or if there existed that close relationship between the producers and the distributors that should exist, and which exists in other lines, there would be no difficulty about this; in fact, there would be no question of it, because every business man knows that no man can continue to conduct his business at a loss. And the canner and his goods are too valuable an assistant to every distributor to have anything happen to them. Kill off an old producer and a new one will take his place, it is said; but no distributor likes to start with a new producer. He prefers the old, dependable, and he would co-operate with him in selling at a living price to keep him on the job, but his competitors are buying at the below-cost prices, and so must be. Besides—that is all the canners are asking. Well, Mr. Canner, is it? No, it is all you are getting.

But we have intimated that the heavy consumption is helping the industry. So it is, for it is steadily but surely getting rid of all the packs, and cleaning the decks for the 1931 packs. There will be no carry-overs worth speaking about by the time this season's operations begin. Does that mean that prices for the 1931 packs will be back upon the old basis? We fear not. We warned you months ago that you would have to be careful about contracting 1931 acreage, because you would be obliged to sell your pack at very much lower prices than then prevailed. It has come to pass sooner than we expected. These low prices on spot goods are here now, and prudence would prompt the wise canner to figure that they will be with us at least on the 1931 packs. As a broad basis, representing the heaviest seller in times of stress (in other words, the poor man's meat), No. 3 standard tomatoes are now selling at $1 per dozen, cannery, and No. 2s are 60c. All other items of canned foods either have come or will come to the same proportionate basis. Mean to say that these prices will hold through on the spot 1931 packs next fall and winter? We mean to say that you had better set these prices, or their equivalent for other items, as the target below which you must make costs this year fall, if you expect to make any profit on your operations. That is the only safe thing. If you do that and

prices are better next fall and winter, then you are just that much to the good; if they have not improved, then you have played safe, and at least can come out even. And don't forget that in addition to this job of keeping costs down you must keep the quality up; first because the consumers cannot any longer be fooled on poor quality. They will leave poor quality at first trial, and they will quickly tell all their friends and neighbors. And secondly the Mapes Law will hang a crape upon all poor quality goods of this year's packing.

Looking back through an old issue, a few years before the war, we saw where they were contracting tomatoes at $5.50 per ton, and $6 was for a long time the price, with $8 per ton a good price for corn. With the improved methods of growing, giving 10 tons per acre and more, $60 per acre is more than the grower can make today on anything else, under present conditions. Hard, yes; but food prices of many kinds are now lower than they were before the war, and for a better quality of food! This is not our making, nor yours; but neither is it a theory; it is a condition, as Roosevelt said.

There is more value in looking forward into the market and guiding your course intelligently than in reviewing past sales or prices of the commodities, and for that reason we believe that such considerations as the above are more valuable than mere market news.

THE MARKET—There has been no let-up in the steady buying in small lots. The low stocks in all distributors' and retailers hands cause constant replacements, but the continued offering of goods keeps the market soft, and precludes any desire on the part of buyers to cover. If sellers went on a ten-day strike, and then showed some backbone in the prices named, possibly the whole situation would be changed; but the tail continues to wag the dog, and one sale, or even one rumor, serves to kill off any rise in prices.

Stringless beans have come in for better demand, but without change in prices.

Beets are dragging, with little life to the market, and prices easy.

Carrots are in exactly the same condition.

Corn has been selling fairly well, especially the white corn. Yellow corn is under a cloud. Genuine Bantam is liked, but the imitations are not, and the Bantam is suffering from this effect. The large Western corn canners feel that their market is cleaning up nicely, and are firming up in their prices. A clean-up is confidently looked for.

Peas continue in good demand, in small lots. The movement, taken as a whole, indicates a quite good cleanup, and holders feel confident of the situation. There are no changes in prices to note.

Sauerkraut is quiet and the market prices steady.

Spinach stocks have worked down well, but the market is quiet. California has begun its spinach canning, and does not expect to make a normal pack. As the consumer watches her nickles the more closely spinach, as now canned, will have an increasingly harder time to move; they have advanced the process time upon spinach to such an absurdly high point and long time that it produces an unsightly article. Reason will have to come back to this method of packing if they expect it to survive. The infinitely removed possibility of danger from botulinus ought not to be allowed to kill a splendid product. This is caution gone crazy.

Tomatoes have taken another drop this week, but 2s are quoted at 65c to 67½c, with sales at 60c and 62½c.

Canned fruits are selling upon close margins, if any, but the canners of the Coast seem satisfied with the steady movement, and most markets report steady demand. Eastern fruits have been cleaned up in most cases. The appetite still demands desserts, and there is hardly any other place to turn to except canned fruits; and so they are selling well in retail stores, and cleaning up in canners' stocks.

Canned fish is not moving well. Prices are holding, but low.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Little Change Noted in Market Conditions During the Week—Tomatoes Have Been Irregularly Lower—Spinach Fails to Arouse Interest—Merger Rumor—Sardine Packers Face More Trouble.

New York, March 12, 1931.

THE MARKET—Little change was noted in market conditions during the week, with the exception of quotations on Southern tomatoes, and grapefruit, both of which resumed their downward trend. Tomatoes have been irregularly lower, and Maryland No. 2s are now back at their low of 65c. Grapefruit is reported offered lower than the price established in the recent "stabilization" of this item. Opening prices on spinach, which were posted last week, have as yet failed to arouse any marked interest on the part of buyers, although it is agreed that the offering price is fair. General market conditions are deemed responsible for the lack of interest shown. Maine sardine packers face another difficulty in their effort to maintain the recent price advance with the approach of the spring packing season, and the trade is wondering whether the added hindrance will break break below the recently established high.

Merger Rumor—In view of the aggressive expansion policies pursued by the principal companies in the food industry during the past two years, the rumor that R. C. Williams & Co., well-known wholesale grocer house in New York city, is to be absorbed by one of the large companies, does not seem unreasonable. However, the company's officials have made no statement concerning the matter as yet. The Williams Company controls the "Royal Scarlet" brand, which has been on the market for some time, and has a well-established consumer demand value. One of the best-known wholesalers in this city, the company would make a valuable addition to any food company contemplating extending its present distributive facilities.

Tomatoes—The release of the 1930 tomato pack figures showed an increase of over 20 per cent from the 1929 pack, last year's pack totaling 16,997,799 cases, computed on a basis of No. 3 cans. Although this percentage increase was not expected, it is not expected to be an important market factor in the East, due to the fact that California which supplies the foreign markets almost exclusively, showed the greatest increase. Quotations here continued at last week's levels, with from, 65c to 67½c the generally accepted figure for Maryland No .2s. As before, buying continues almost strictly confined to spot needs. Some signs of strengthening is indicated up in the refusal of several Southern packers to accept bids at present prices. Whether or not this firmness will spread throughout the canners' ranks is problematical.

Grapefruit—Is again lower, with offerings reported under the recently established "stabilization" figure. A few packers are offering No. 2s at reductions of 5c to 10c a case, according to reports, and this is having a disturbing effect on the market. Buying demand is not very brisk, and what trading is being done is at shaded levels, according to market indications.

Peas—Low price standard peas continue the center of buying activity. Prices out of Wisconsin on standard No. 2s are fairly firm, although price shading continues on movements of fancy and extra fancy stocks. New York State fancies are irregular because of the easier trend noted in Wisconsin quotations for fancies. Chain Stores are still featuring peas in their popular 3 for 25c combination sales, and heavy consumption is reported. This heavy consumption is the most important factor in any market improvement, as it is the only way of eliminating the distress offerings that are the sore spot at the present time.

Sardines—Packers face another hurdle in their endeavors to keep Maine sardines at the recent established figures, that may force prices down in the possibility of a good-sized pack in the approaching season. Although the season opens April 15, according to law, it is usually several months before the pack gets well under way. However, because of the small pack last year, the possibility exists that packers in some cases will start operations as soon as the law allows. Their success would have an important effect upon the price structure, as a good-sized pack would undoubtedly force prices off, while a small pack would result in firmness of prices at their present levels. Maine sardines are extremely susceptible to any market developments, because of the two-price advances in face of a declining market that have already been made this year.

Corn—Is slightly steadier, although offerings continue under selling pressure. This results in the irregular tendencies developing, which have been noticeable for some time. Maine corn is around its recent low levels, although the final price depends upon the seller. Western corn continues unchanged. The tendency on the part of corn canners to force the market at the first signs of firmness has been in large part responsible for the failure of this item to show any improvement.

String Beans—Southern and New York State fancies are slightly firmer, with the lessening of the selling pressure noted recently responsible for the improvement. Prices have not shown any advance from previous levels as yet although enough of such offerings remain to prevent any price advances in the immediate future.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Whole Grocery Field Very Conservative—Tomatoes Unchanged—All Predicting Complete Clean-up of White Corn—Some Big Corn Sales—Consumers Cold Towards the Yellow Corns—Peas Selling Quite Well. Grape Fruit Selling—California Fruits Stronger.

Chicago, March 12, 1931.

CONSERVATIVE—An atmosphere of extreme conservatism continues to characterize the entire grocery field here. This means both wholesale and retail; it also means a large part of the population. The general income reductions have created a reduced buying disposition everywhere, and while it is true that certain distributors report a fine business, the total is substantially lessened.

The entire situation is one of a prolonged buyers' market, and it takes a very wise prophet to be able to say when there will be a turn in the road.

Tomatoes—No changes in prices; it is reported that because of the attractive levels at which tomatoes are being sold an excellent consumption is being stimulated; but while the producer is having to carry the major part of the load of unsold stocks, he is continuing fretful and shaky on prices.

The difficulty now encountered in moving out unsold cannery stocks is having a most wholesome effect on reducing the acreage contracts for 1931, so that it would be apparent that things will be on an even keel again with the advent of next crop.

Corn—There are plenty of big people here who are predicting a complete clean-up on all grades of white corn during the next few months.

However, it is hardly likely that prices will go up so very fast; it is more to be expected that every packer will just be out, and those who are without stocks will have to get along as best they can.

Following the steps already being taken by several keen operators, the suggestion to any wholesaler at this time would be to anticipate his needs quickly for the next three or four months.

Some big corn sales have been made here recently in a quiet way. This news has leaked out in spite of the general hush-up desired by buyers.

Yellow Corn—Interest indifferent. There is a big part of the public who do not like the pronounced flavor of yellow corn. They will stand for it in Golden Bantam because of its delicacy and fine rounded flavor, but when it comes to "yellow Evergreen," "Golden Corn," etc., there is a distinct consumer protest to which canners should give heed. It is hoped that 1931 will show a very light pack on yellow sweet corn; even Golden Bantam business has been injured by the prevalence of so much poorer quality.

Peas—Many canners speak optimistically of the way their stocks are moving out; plenty of new sales every week. Most of these new sales are on cheaper grades, however, and when the exhaustion point on such peas arrives it remains to see whether those now held at somewhat higher figures will be graded down, or whether the buyers will come up and take higher quality at higher price.

Rumors are reaching Chicago that Wisconsin will substantially reduce pea acreage for 1931 pack; part of this decision prompted by finance people who were somewhat aghast when the totals for previous pack were made public, and they do not propose to encourage any repetition of such a condition.

Grape Fruit—An excellent sale reported here. Prices are low; quality this year especially good, and the public is learning to appreciate it.

A fine No. 2 fancy grape fruit at two cans for 25c is showing the consumer a value that he cannot afford to pass up, and during the continuation of such advertised prices large inroads are going to be made into the rumored overproduction in Florida.

California Fruits—A little stronger prices seem to apply on peaches, although buyers here refuse to take such news very seriously, as they believe that enough was produced to supply every reasonable requirement for the year, and perhaps general conditions have even depressed the estimated requirements.

Those in charge of the marketing of the coast peaches seem to have the situation nicely in hand, and full harmony seems to exist between canners and finance circles.

Several canners have spoken of carrying any little surplus over till next season if they cannot sell at their price ideas, all of which indicates reassurances from the money lenders. This is all as it should be as regards canned foods products in every state.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Snow Will Help Moisture Conditions—Carlots to Single Buyers Cleaning Out Stocks—Look for Scarcity of 2s Tomatoes This Spring—Canners Indifferent About Futures—But Very Little Acreage Contracted. Looks Like Acreage Would Be 40 Per Cent of 1930—Beans and Other Packs Selling Slowly.

Springfield, Mo., March 12, 1931.

WEATHER—The cold wave from the West, which we may safely call a blizzard, struck the Ozarks on the 7th inst., resulting in considerable snowfall, which drifted badly in all the highways, impeding transportation. The lowest average temperature for the district was 20 degrees. The weather is moderating now, and it is expected that the moisture from the melting snow will prove of material benefit in the rural districts.

Tomato Sales—The number of cars sold last week totaled less than the sales of the week previous. These sales consisted principally of just a single carlot for any one buyer, and mostly No. 2 standards. Sales prices ranged No. 1 standard, 10 oz., 42½c; No. 303 cans, 16 oz., 52½c to 55c; No. 2 standards, 62½c to 65c; No. 2½ standards, mostly $1.00; a few sales as low as 95c; No. 10 standards, mostly $3.50.

Today's Tomato Prices—Offerings are less plentiful in No. 1 standard, 10 oz., at 40c to 42½c, with a few canners holding at 45c; No. 300 cans, 14½ oz., mostly 52½c, some holding higher; No. 303 cans, 16 oz., 55c; No. 2 standards, some lots as low as 6'½c, but held mostly at 65c to 70c; No. 2½ standards, 95c to $1.00; No. 2½ extra standards, $1.05 to $1.10; No. 10 standards, very limited supply, $3.40 to $3.50.

Canners' Holdings—There are fewer cars of tomatoes in canners' hands unsold in the Ozarks this date than was the case one year ago. No one canner or canning company holding any good-sized blocks. A good many canners have sold out clean on No. 2 standards. Very few canners in the Missouri-Ozarks holding any tomatoes at all in No. 1 standard 10 oz. The number of carloads being held in the No. 300, 14½ oz., and No. 303, 16 oz. cans, will not total many cars, and canners holding these sizes have every confidence that when spring work starts in the farming districts that these cars will soon be wanted. As we view the situation, we are inclined to believe that tomatoes in No. 2 cans are going to get mighty scarce here in the Ozarks in the early spring months, and it is not unreasonable to believe that the price of this size will show an advance favorable to the canners as the season advances. We are unable to locate any offerings whatever in the entire district in No. 3 cans, and the entire unsold holdings in No. 10 cans would only make a few carloads for shipment from the district.

Future Tomatoes—Canners seem to be entirely indifferent about placing any offerings of future tomatoes on the market, or fix any prices at which they would be willing t o confirm sales. We hear canners state that if the carload buyers are willing to defer the placing of orders for future tomatoes until later on, that this just suits the canner, for the longer this is delayed the greater the possibility of the canner being able to sell at somewhat higher price than it would be possible to sell futures at the present time.

Tomato Acreage—Canners all over the district have been so slow about contracting tomato acreage that it is utterly impossible to have any idea as to what the total contracted acreage will likely be. It is very evident, however, that the acreage for the Ozarks this year will be very considerably less than the acreage of last year. Probably close around 40 per cent of last year's acreage. We have come in contact with a goodly number of canners who state they will not operate their canning plants this year. Canners take the position that unless there is a reasonable prospect to market their finished goods at prices that will yield a reasonable margin of profit, they will be better off to let their factories stand idle.

Spot Green Beans—Very few sales reported, these mostly carload lots. Sales prices range for cut stringless, No. 2 standards, 80c to 85c; No. 10 standards, $4.00 to $4.25. The principal sales of beans are being made to points west of the Mississippi River, where the rates of freight are very favorable to destination points.

Bean Acreage—It has not been possible to get any line up whatever in regard to the bean acreage in the Ozarks for this year's pack. It is very evident, however, that this acreage will be small, for quite a few canners have reported that they will not pack any beans whatever.

Future Green Beans—We have not yet heard of any canners in the district naming any prices whatever on future cut stringless green beans. These canners evidently think that it is best to wait until buyers show some inclination to place orders, or until the beans are packed in the cans, before attempting to market same.

Canners' Losses—Canners continue to take considerable loss on every car of spot tomatoes sold. It seems to be the desire of every canner to pay all just debts, and no way to do this except to convert holdings of spot tomatoes into ready cash. Just how many canners will be forced out of the canning business, after taking heavy losses, cannot be determined at this time.

Chain Store Buying—A report is going around over the Ozarks that within the next two weeks some of the big chain grocery stores will be in the market again for tomatoes. If this is true, it will likely result in the sale of anywhere from 50 to 100 carloads, and mostly for 2s standards. If this business actually materializes, it won't surprise us in the least to see the price on 2s standards firm up at least 5c per dozen.

General Business—Jobbing grocers throughout the Ozarks are having a very satisfactory distribution of all food products handled by them. However, the total sales are not as great as same naturally would be if there was less unemployment and better business conditions in general. The majority of retail grocery stores are selling for cash, the exceptions probably being in the rural districts. Collections generally are in keeping with the hard times prevailing. The volume

of business being done by retail stores totals very considerably less than is usual at this season of the year. It's now thought that when spring weather actually comes that there will be less employment and a marked improvement in general, although it is reasonable to expect general business improvement only in a gradual way from time to time.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Busy Shipping Goods—Last of Futures Going Out—Prices Are Steady—Lack of Rain Causing Worry—Tomato Acreage Likely to Be Reduced—Canning Spinach—Merry Freight War—Crab Canning in Alaska.

San Francisco, March 12, 1931.

SHIPMENTS—The shipping departments of the leading concerns are showing more activity these days than are the sales departments, although selling is by no means slow. Jobbers are taking deliveries on contracts and are getting about the last of the goods purchased in advance. From now on virtually all purchases will be for immediate requirements, and while individual orders are expected to be comparatively small, it is anticipated that they will be even more numerous than during the past few weeks. The heavy buying for some time has been from the large cities, but the trade in the smaller communities is now coming into the market, suggesting that spring activities are getting under way on farms and in the forests and mines. The market is steady, but cannot be said to be advancing, as far as prices are concerned, despite the condition of stocks in many lines. The demand for California canned fruits should be aided by the scarcity of stocks of dried fruits and the higher level of prices. Dried apricots are scarce and prices high. Pears are in light supply and firmly held, and peaches have advanced of late. Dried prunes are largely out of first hands and raisins are moving freely, with prices advancing.

Crops—Another week has passed without rain in California, and even city folks are commencing to realize that Jupiter Pluvius has been remiss this season. One of the largest cities in the state has found its reservoirs almost dry, and has been compelled to arrange for an emergency supply from a suburban water district at a very heavy expense. Pumping for irrigation is under way in Santa Clara Valley and other places, with but a small supply in underground sources from which to draw. Crop failures, such as those experienced in the Middle West last year, are not in sight, but the lack of rain, and marked lack of snow in the mountains, means that many California crops will be light, and that farming interests will be put to added expense in producing such crops as are harvested. Orchards are in full bloom and the countryside is lovely, but the effects of the deficient rainfall cannot fail to be felt in the no distant future.

Tomatoes—A preliminary survey of the acreage to be devoted to tomatoes for canning purposes in California this year indicates that there will be quite a falling off from the record acreage of 1930, when this state had 44,210 acres in tomatoes for manufacture, with a large part of this acreage under contract to canners. The United States Department of Agriculture estimates that this year's acreage will be reduced to about 31,000 acres, with the chance, of course, that this may be increased should marketing conditions improve. Last year's phenomenal pack was the result of the large acreage and the holding off of fall rains until a late date.

Spinach—The packing of spinach is under way in some districts, and is expected to become quite general on March 16. The lack of rain is causing some concern, and may have a marked effect on the yield per acre. While canned spinach is still to be had at the prices ruling for several months, there are indications that these bargain prices will soon come to an end. Opening prices are expected at an early date, and promise to be higher than the spot prices, which represented no profit to canners. Some packers are now estimating the probable pack for the season at 1,700,000, but this may easily be a couple of hundred thousand cases too high.

Freight War—A merry freight rate war is on among transportation companies operating between Pacific Coast ports and those of the Southern seaboard, with special inducements to shippers of canned foods. The McCormick Steamship Company started the fireworks, following the dissolution of the intercoastal conference, and other lines quickly followed. The American-Hawaiian Steamship Company, the Luckenbach Line and the Panama-Pacific Line have reduced rates on canned foods to 40 cents a hundred pounds, dried fruits to 50 cents, beans to 40 cents, and other coast products in proportion. These rates are guaranteed until June 1 this year. They are not the lowest that are being quoted, there being even lower rates for one or two vessels.

Crab Canning—The proposition of developing the crab-canning industry in Alaska and of making canning there a year-around industry, instead of a seasonal one, is under discussion, with Thomas S. Scott, head of the Cordova Packing Company, Cordova, Alaska, expressing confidence that this can be placed on a paying basis. The supply of crabs in Japanese and Russian waters is commencing to show signs of depletion, it is claimed, but the Alaskan supply has scarcely been touched, and should be about sufficient to meet the domestic demand. The crab canning industry in Japan amounts to about $10,000,000 a year, and the United States imports about $6,000,000 worth.

New Officers—At the annual meeting of the Canners League of California, held at Del Monte, directors for the two-year term were chosen, as follows: J. C. Ainsley, J. C. Ainsley Packing Co.; B. H. Body, B. H. Body Co.; W. H. Brown, Cutler-Lobingier Packing Co.; A. W. Eames, California Packing Corp.; G. A. Filice, Filice & Perrelli Canning Co., and E. Powers, Manteca Canning Co. On March 3 the Board of Directors and the Executive Committee met at San Francisco, and officers were chosen for the ensuing year as follows: President, Elmer E. Chase, Richmond-Chase Co., San Jose; vice-president, R. M. Barthold, California Packing Corp.; vice-president, G. H. Brodt, Hunt Bros. Packing Co.; vice-president and secretary, Preston McKinney; treasurer, G. S. Lackie, G. W. Hume Co., and assistant secretary, W. S. Everts. The new treasurer succeeds R. R. Bellingall, who has retired from the canning business.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Oyster Pack in Alabama Is Moving Along Nicely—The Shrimp Situation Unchanged from Last Week—No Shrimp Available on the Alabama Coast—Turnip Greens Pack Scheduled to Start About April 1st.

Mobile, Ala., March 12, 1931.

OYSTERS—There are so many of us guessing and figuring on business conditions nowadays that hardly a day passes that some new view or idea on the situation is not exploited, and all in all we're having lots of fun discussing this free-for-all subject, of which no one knows anything about and no one gets anywhere with the discussion.

Today, more than ever, when a fellow hits a big slump in business, he figures right away that his competitor is doing all the business, and goes after him with the most effective weapon at his command, cut prices, only to find that the increased volume of business that he gets from the cut does not justify him for the whipping that he has to take in having to cut into his margin of profit, then he wakes up to the fact that business is not here, that's all. This does not mean that prices should never be lowered, but on the contrary they were too high and should have been lowered, yet we are now reaching the point to where the margin of profit has been reduced to where we don't know whether we're making or losing money half the time. We've had enough of this wildcat method of doing business, and it's time that we commence to take a more sober view of the situation, and as many of the commodities have about hit the bottom in price, let us not jump at conclusions too quickly any more, but let us study the situation carefully and be reasonably sure that we're right before we make any more cut in prices.

Above all, don't get yourself to believing that anyone in business is burning the wind these days and times, because they're not.

The oyster pack in Alabama is moving along nicely, and the factories that are canning oysters are running full time and apparently disposing of their pack right along. As a matter of fact, business conditions have adjusted themselves to this extent, that invariably orders will have to be forthcoming before any money is advanced on a pack and a large surplus of any commodity will be guarded against in this manner.

The price of cove oysters is 90c per dozen for 5-ounce and $1.80 per dozen for 10-ounce, f. o. b. cannery.

Shrimp—The shrimp situation is unchanged from last week, except that it is worse from the standpoint of production. There were less shrimp received and shipped out of Mississippi and Louisiana this past week than the previous one, yet the raw shippers report a satisfactory business just the same. The shrimp produced were large and fancy, but the price received by the shippers was low considering the scarcity and cost of production, which warrants a better price, but the buyers dispose otherwise.

There are no shrimp available on the Alabama coast at this time, and the retail markets here have had to draw their supply of raw headless shrimp from Mississippi. The Louisiana coast is supplying the bulk of the shrimp produced in this section.

There have been very few shrimp available for canning, as the raw, headless shrimp market absorbed practically all shrimp produced in this section.

The price of canned shrimp is $1.50 per dozen for medium and $1.65 per dozen for large, f. o. b. factory.

Turnip Greens—The weather has turned cold here, most too cold to be comfortable at this time of the year, and while this cold spell may tend to retard the turnip green pack, yet it is not expected that it will be severe enough damage to the crop. The pack is scheduled to start about April 1st, and it is also scheduled to be a light one.

The price of turnip greens is 95c per dozen for No. 2s, $1.30 per dozen for No. 2½s and $4.50 per dozen for No. 10s, f. o. b. cannery.

What Canned Foods Distributors are Doing

Swift Reported Lined Up with Libby, McNeill & Libby—First National Stores' February Sales Decline—Await U. S. Supreme Court Anti-Chain Store Tax Law Decision—General Foods Earnings Show Small Decrease.

SWIFT REPORTED LINED UP WITH LIBBY, McNEIL & LIBBY—In spite of a formal statement issued by E. G. McDougall, president of Libby, McNeil & Libby, immediately after the modification of the packers' consent decree permitting the packers to handle unrelated lines, saying that Swift & Company would not handle the Libby line of canned foods, it is reported on good authority that Libby, McNeil & Libby will probably be the sole source of supply for Swift.

No official plans of proposed operations under the freedom accorded by the modification have been made public yet by Swift because of the uncertainty concerning a possible appeal against Justice Bailey's decision. However, the report that the packing house will align itself with Libby is entirely plausible in view of the circumstances surrounding the ownership of Libby. Formerly a Swift subsidiary, the company is now controlled by interests friendly to the packers.

If the report is correct, canners in general will not be affected directly by the modification. Libby has fruit and vegetable canneries on the Pacific Coast, salmon canneries in Alaska and vegetable packing plants in the Mid-West territory and elsewhere with ample capacity to satisfy the needs of Swift & Co. The packing company announced some time back that it planned to add a complete line of canned fruits and vegetables to its offering lists. However, up to the present time, the date of the start of distribution, labeling details and other factors are still waiting on the result of the appeal, if any.

Officers of the larger meat packing companies decline to comment upon an editorial which appeared in a recent issue of the California Fruit News condemning their reported plans for handling canned fruits.

According to the trade paper editorial, the packers' supposed plan calls for no direct buying from the canners, but instead contemplates the arrangement of a consignment program. The packers, according to the proposed arrangement, plan to sell these canned foods via their branch houses through their salesmen direct to the retailers.

When the goods are thus sold, the packers will return to the canner the money secured from the sales, less a commission

agreed upon by signed contracts in advance. If the packer succeeds in disposing of the canned goods for less than the canner's original offering price, the canner stands this loss; if the packer sells for more, the added profit goes to the canner. The packer's selling commission, however, is based upon the original price of the canner, regardless of the final sales figure.

The editorial in the California Fruit News points out the danger to the canned foods markets in the country if this plan is authentic, saying in part:

"Obviously there can be no stability to a canned foods market if any large proportion of the product is to be sold on the basis of the best price obtainable by the selling agent having no cost at stake in the goods, with this distributor getting his same return regardless of whether the goods are sold below list or not and being, naturally, encouraged to dispose of goods consigned to him in order to enlarge his income through the volume of business done. The plan as reported to us seems so grotesque that we are quite inclined to doubt the accuracy of the reports.

"It is perfectly apparent that such a system of distribution can not help develop the canning industry of California or anywhere else and, on the contrary, would presently ruin it. Canners with their money already invested in their product could not compete with any large volume of sales being made upon a consignment basis at such prices as the consignee might elect, and having no financial interest in the commodity itself other than to dispose of as large a volume as possible, regardless of price and irrespective of cost. If the meat packers are planning such a system of sale and they should find any material quantity of goods that the owners are willing to sell upon such a basis, it would, obviously, be quite impossible for those owning competing stocks to profitably carry on their merchandising and also quite impossible for them to later put actual, definite, amounts into the production of more such goods, with any assurance that they could get their money back.

"We can only hope that no such arrangement is to be developed or that any manufacturers of importance will 'fall' for such a contract, if presented. There must be something wrong about the rumors of the program. If not, the canners and wholesale grocers will certainly find common cause for important contest. It has been hoped that this additional distributing opportunity which has been asked of the Government over a number of years, with considerable plausibility, was proper and would be valuable to the whole trade. If the suggested plan reported is the one intended, there is renewed cause for grave concern."

Those excerpts present the canners' side of the argument in a clear manner. While the California Fruit News mentions that the proposed plan is only rumored, there must be pretty firm belief that the rumor was correct or the trade paper would not have devoted that much editorial space to the matter.

While the officials of the packing companies declined to make any statement for publication, one official said that one sentence in the editorial itself answered the entire question. The sentence referred to is: 'The plan as reported to us is so grotesque that we quite incline to doubt the accuracy of the reports."

Armour & Company hold that should the courts uphold the ruling permitting the packers to distribute canned products and other unrelated lines, this ruling would not take any outlets from canners that they currently control. Nor is it regarded as entirely reasonable to suppose that the packers would care to arouse the enmity of the canning industry by driving such sharp bargains as to cause financial losses to the canners dealing with them.

First National Stores' February Sales Decline—The report of the First National Stores, Inc., one of the leading grocery chains operating in the New England territory, shows a decline in sales for the four weeks ended February 21, of $340,236 or 4.01 per cent. Total sales for the four weeks' period aggregated $8,145,764, as compared with $8,486,030 in the like period of 1930.

Sales figures, although showing a decline in dollar sales, indicate a tonnage increase of approximately 8.49 per cent, inasmuch as food commodities are selling in the chain's units at price levels, about 12½ per cent lower than in the corresponding period of 1930.

The following figures as of February 15, last, indicate the degree to which lower prices have been passed onto the consuming public by the grocery chain: Butter is selling at 31½ cents a pound, against 42 cents in the like period of 1930, a decline of 11½ cents or 26.74 per cent; eggs are selling at 35 cents a dozen, against 63 cents, a decline of 28 cents or 44.44 per cent; flour is selling at 69 cents for a 24½-lb. sack, against $1.05, a decrease of 36 cents or 34.29 per cent; bread is selling at 7 cts. a 20-ounce loaf, against 8 cents, a drop of 1 cent or 12.50 per cent, and coffee is selling at 35 cents a pound, against 37 cents, a decrease of 2 cents or 5.71 per cent.

The above table includes only basic commodities. The company has reduced all prices in its units, including canned foods, fancy groceries and other assorted grocery items. In common with the majority of grocery chain systems, the company is prompt to pass along to the consumer any operating savings, whether from lowered wholesale prices, reduced labor costs or any other source.

Await U. S. Supreme Court Anti-Chain Store Tax Law Decision—The first decision in a series of appeals affecting the validity of anti-chain store tax laws passed by various states is expected from the United States Supreme Court within the next few weeks. The Supreme Court already has several cases pending decision, and this week consented to take jurisdiction in the appeal of the Attorney General of Mississippi and others against the Penney Stores, Inc., involving chain store taxation measures in that state.

When it is remembered that up to January 1, 1931, ten states had assed such tax bills and that 21 additional state legislatures have similar measures in preparation, the importance of the Supreme Court's decision and the eagerness with which the grocery shain store industry awaits it can be readily understood.

The Mississippi bill imposes a tax of one-fourth of 1 per cent on gross sales of a mercantie business which is applied to persons, firms, companies or corporations having less than five stores. The tax is doubled on each store for those having more than five stores. The Penney Stores Corporation, which operates nine stores in Mississippi dealing in groceries, vegetables, meats and other products at retail, sued to enjoin enforcement of the tax on the ground that it was unconstitutional because it violated the 14th Amendment. The claim of the chain store company was upheld in the Federal District Court for Southern Mississippi, which found the tax unconstitutional and enjoined enforcement of it. The case was brought to the United States Supreme Court on appeal from the Attorney General of Mississippi and tax enforcement officials in that state.

The Mississipi tax was not alone in suffering defeat in the local Federal and State courts. None of the laws which have been passed up to this time have taken effect to hamper chain store deveopment. Several of them have already been declared unconstitutional in State and local Federal courts and several others are in some stage of litigation. This fact adds further importance to the anticipated Supreme Court decision, as it is generally believed that the lower courts will follow its ruling.

Guessing at a Supreme Court decision is one of the most risky forms of forecasting. However, judging from the many setbacks suffered by the various anti-chain tax bils in the lower courts on grounds of violating the 14th Amendment, it is fairly safe to say that the state laws can be successfully assaulted on constitutional grounds.

The first decision from the court is expected to be one judging the validity of the Indiana law. This is the first case appealed to the Supreme Court and has been pending decision for quite some time. LaFayette A. Jackson, operating under the name of Standard Grocery Company, attacked the Indiana chain store tax measure which provides a license tax on all stores, but is graduated according to the number of units owned by the company. On one store the tax is $3; two to five stores, $10 each; five to ten stores, $15; ten to twenty stores, $20; and in excess of twenty stores, $25.

Johnson, who has 225 stores in his chain, claimed that he had been taxed several times as much as other merchants carrying on the same size business in the same city. This was a direct violation of his rights under both Federal and State constitutions, he claimed. A three-judge Federal court in Indiana held in favor of Jackson, declaring that the act bore no relation to public health, welfare or safety, and that as a taxing measure it was arbitrary. The State appealed to the United States Supreme Court and the case was argued March 5.

In the case of the Mississippi law, the action of the court in assuming jurisdiction dissolves the decision of the three-judge Federal court, which has already held the act unconstitutional. With the Supreme Court accepting jurisdiction, it will hear the case argued again on its merits.

Another jurisdictional plea is to be presented shortly is the North Carolina dispute on the State anti-chain tax bill. This law imposes a tax on each store in excess of one and graduates the tax upward according to the number of stores. This law has encountered severe opposition in North Carolina and a bitter fight against its enforcement has been waged since the inception of the law by chain store organizations operating within the state's boundary lines.

All of the anti-chain store laws have been framed along the general lines of the three laws now in process of litigation. It is probable that if the United States Supreme Court holds against these laws, others of a similar nature will not be passed.

The only recent decision of the Court affecting state laws relating to chain store organizations was one which held against a Pennsylvania act which sought to check the further growth of chain drug stores. In this case, the Supreme Court decided that the state's police power may be exerted in such a way as to violate rights guaranteed by the 14th Amendment only when such legislation bears some relation to public health, safety or morals.

However grocery chain stores are not free from fear of oppressive legislation yet. Even of the Supreme Court declares the present anti-chain tax laws unconstitutional, it is known that legislators all over the country are preparing new bills with the same purpose, namely, heavy taxation on chain grocery and other types of chain store organiations. It is well known that many states have tax laws under consideration which profit from mistaves made by the pioncer states in this tax field, and many of the proposed laws have been framed in such a manner that it early anti-chain tax laws so clearly showed discrimination that is practically impossible to show discrimination. Many of the courts were forced to find them unconstitutional.

Because chain grocery systems are perhaps the most highly successful systems in their field, they have suffered the brunt of chain store opposition. Some of the proposed tax laws would react against the very people that they would protect, inasmuch as the chain stores will tack the tax onto the public's purse in some manner. It is overly optimistic to think that the evils of the chain store system can be cured by present types of legislation as events up to now have clearly proved.

General Foods Earnings Show Small Decrease—The report of General Foods Corporation and subsidiaries for the 12 months ended December 31, last, showed net profits of $19,085,595, after charges and taxes, as compared with $19,422,314 reported in the preceding year. The 1929 net profit figure is based upon earnings of subsidiaries from dates of acquisition only. Per share earnings showed a small drop in the year just closed, totaling $3.63 a share on 5,256,843 no-par shares of stock outstanding at the close of the final quarter, against $3.68 a share on 5,274,527 shares at the end of 1929.

While good earnings are shown for 1930, they did not equal those of the record year of 1929. Largely because of lower interest rates, non-operating revenues showed a substantial decline from the 1929 figures, C. M. Chester, Jr., president of the company, stated.

Mr. Chester said that the corporation plans to expend more effort on promotion of sales during the coming year than ever before. He pointed out that the company now has centralized research facilities and expects this department to discover several new food products. The company is testing out several items in limited territories now, he stated, preliminary to nationwide promotion.

The company is constantly exanding in its field and is now one of the leading units in the food industry.

SCOTT VINER CO. PAID NICE TRIBUTE

THE Chamber of. Commerce of Columbus, Ohio, has a real live and attractive house organ, differing radically from most of such magazines. It is a credit to the Chamber and to Columbus.

In the March number they devote two whole pages to "Harvesting Peas and Beets," and of course are referring to the Scott Viner Company, of their city. Along with a well-written history of the Scott family, and its coming to America from England, and walking from New York "far out West" to Cadiz, O., it relates the development of pea handling, bean snipping and now beet handling machinery. Good likenesses of Thomas A. Scott and W. E. Nicholoy are shown, and a picture of the beet harvesting and trimming outfit. All officers and associates of the company find a place in the narrative, and all in all it is a nice tribute, as they deserve.

SPRING MEETINGS

April 8-9—Tri-State Packers at Baltimore. Probably at Hotel Lord Baltimore.

April 23-24—Indiana Canners, at Indianapolis, Hotel Claypool.

The
Almanac Ready

The 1931 Almanac is now on the press and will be mailed this week.

Watch for your copy

It is easily the most useful and most needful yet published. Mapes Law Standards and 1001 other items included.

Extra copies $1.00 and they should be ordered early.

Compiled and published by THE CANNING TRADE

BALTIMORE CANNED FOODS EXCHANGE
YEAR 1930-1931

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This is REAL Labor-Saving

This line of Max Ams Automatic Square Can Double Seamers saves the wages of ten operators.

Installed in the plant of a large can manufacturer, it is used for double seaming the top friction rings and bottom ends onto rectangular dry package cans in continuous automatic operations. These four double seamers and automatic distributor, requiring only two operators, have replaced six double seamers and twelve operators. They have reduced the floor space occupied, have lessened power consumption and reduced overhead and handling charges.

In addition to these very material advantages, Ams Automatic Square Can Double Seamers have brought others, less tangible but nevertheless important, such as improvements in the cans themselves—tighter seams, more uniformity, trimmer and more clean-cut appearance.

A line of machines that will accomplish this is a profitable investment for any square can manufacturer.

Max Ams Square Can Machinery for either sanitary or dry package cans is known wherever cans are made. Not only were Ams Machines the pioneer machines for cans of this type but they have constantly maintained leadership in development and improvement and are, today, in service in nine out of every ten plants making square, rectangular and irregular cans.

Ams Engineers are at your service to demonstrate the economies and improvements you can obtain through the use of Max Ams Square Can Machinery. Put your square can production problems up to us.

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(Originators of the Sanitary Can—
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Unvarying Quality

. . . EVERY H & D standard canned foods box is of the same unvarying high grade quality. Out of the millions of these boxes that have been used—not a single complaint has been registered—not a single failure has been reported.

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—as you like them
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We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

SMILE AWHILE

There is a saving grace in a sense of humor.
Relax your mind—and your body. You'll be better mentally, physically—and financially.
SEND IN YOUR CONTRIBUTION.
All are welcome.

The teacher was putting questions to the class. "What do we call a man," he asked, "who keeps on talking and talking when people are no longer interested?"

"Please, sir," replied a boy, "a teacher."

"Ma, can't I give baby a bite of my apple?"

"He has no teeth to bite with yet, dear."

"Can't I get him yours, ma? They're on the bureau."

A minister whose wife is noted for her extreme plainness was lecturing a Sunday school class of boys on politeness. "When a plate of apples is passed to you," he said, "never take the best-looking one."

"From the back row came in a low tone: "I'll bet that's the way he picked his wife."

An Altoona (Kan.) paper reports a resident of that town who appears on the porch of his home whenever his wife starts singing, so the neighbors can see he isn't whipping her.

"I want a pair of shoes for this little girl," said the mother.

"Yes, ma'am," answered the shoe clerk. "French kid?"

"Well, I guess not," was the irate answer. She's my own child, born right here in Denver."

St. Peter—And here's your golden harp.

Newly Arrived American—How much is the first payment?

Merchant—Look here, you've been owing me this bill for a year. I'll meet you half way. I'm ready to forget half what you owe.

Debtor—Fine! I'll meet you. I'll forget the other half.

"How much does it cost you to run your new car, Hank?" asked the friend.

"I haven't figured that out," replied Hank, who had just come from the police station. "But it has cost me $25 to leave it standing still."

Little Boy—Ain't ya got no eggs?

Grocer—I ain't said I is.

Little Boy—I ain't ask you if you is, I ask you if you ain't, is you?

He had run out of gas on the outskirts of a New Hampshire town; saw a young boy coming along the road carrying a big tin can.

"Say, boy," he yelled, "I hope that's gasoline you have in that can."

"Well, I hope it ain't," returned the boy with some heat. "It would taste terrible on ma's pancakes."

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEETS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BASKETS, Picking

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.

BROKERS.
J. Harry Cain, Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, Etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.

CHAIRS, factory, Steel.
Angle Steel Stool Co., Plainwell, Mich.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, O.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, O.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STOOLS, Steel, factory.
Angle Steel Stool Co., Plainwell, Mich.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Champman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarbury, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
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Syruping Fruits and for Liquid Filling

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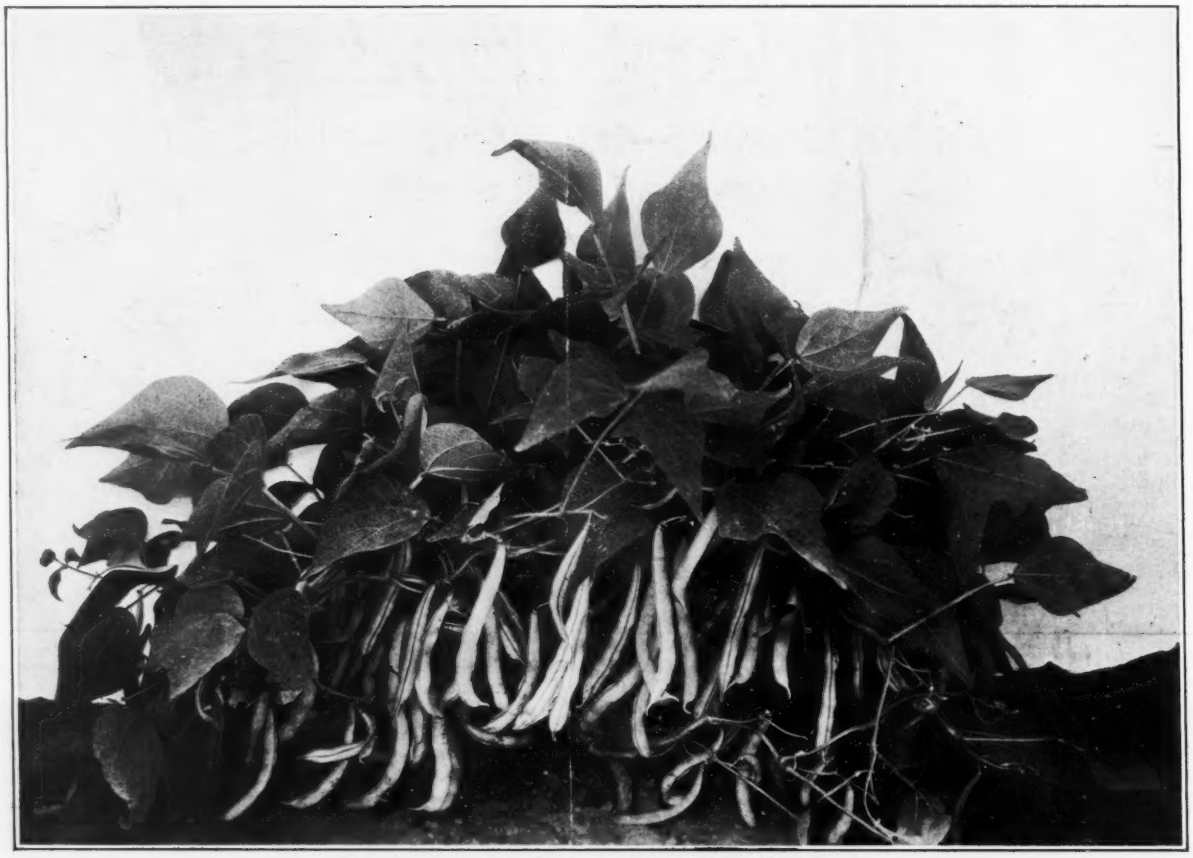
DEPENDABLE SEED



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The Stringless Green Refugee Bean was originally developed and introduced by Calvin N. Keeney. Through many generations of breeding we have improved and fixed its type until it is now a leader among Canning varieties. In productivity, and attractiveness of pods, as well as earlienss, when compared with any other stock we have seen, our stock is outstanding.

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Breeders and Growers of Seeds For Canners

New Haven, Connecticut

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